



# Fair Work Australia

6 August 2009

Mr Colin Waller  
National Secretary/Treasurer  
Australian Hotels Association

email: [aha@aha.org.au](mailto:aha@aha.org.au)

Dear Mr Waller

**Re: Financial Report for the Australian Hotels Association for year ended 31 December 2008  
– FR2008/618**

I acknowledge receipt of the financial report for the year ended 31 December 2008. The 2008 report was lodged with Fair Work Australia on 6 July 2009.

The financial report has now been filed.

I make the following comments to assist you when you next prepare a financial report. You are not required to take any further action in respect of the report lodged.

## Notes to the Financial Statements

*Notice under Section 272(5) of the Fair Work (Registered Organisations) Act 2009 (the Act)*

The reference to section 274 contained in note 17 of the notes to the financial statements should refer to section 272 and the wording of section 272 should refer to the following:

*Information to be provided to members or Registrar*

- (1) A member of a reporting unit, or a Registrar, 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.*
- (2) 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.*
- (3) A reporting unit must comply with an application made under subsection (1).*

## Accounting Officer's Certificate

The Accounting Officer's Certificate (Statement of Principal Accounting Officer) was a document required under the former financial reporting requirements of the Workplace Relations Act 1996. This certificate is not required under the Act as it has, in effect, been replaced by the Operating Report.

## Schedule 1

Reference to Schedule 1B of the *Workplace Relations Act 1996*, should properly refer to Schedule 1 and note that from 1 July 2009 the appropriate reference shall be the *Fair Work (Registered Organisations) Act 2009*.

11 EXHIBITION STREET  
MELBOURNE VIC 3000  
  
GPO BOX 1994  
MELBOURNE VIC 3001

Telephone: (03) 8661 7777  
Facsimile: (03) 9655 0410  
Email: [www.orgs@fwa.gov.au](mailto:www.orgs@fwa.gov.au)  
Internet: [www.fwa.gov.au](http://www.fwa.gov.au)

**Previous matters raised**

Could you ensure when the Association compiles future reports that matters raised in correspondence by Fair Work Australia are taken into consideration and, as appropriate, incorporated into the reports.

If you wish to discuss any of the matters referred to above I can be contacted on (03) 8661 7764.

Yours sincerely

A handwritten signature in black ink, appearing to read 'Kevin Donnellan', with a long horizontal flourish extending to the right.

Kevin Donnellan

Tribunal Services and Organisations

Fair Work Australia

Email: [kevin.donnellan@fwa.gov.au](mailto:kevin.donnellan@fwa.gov.au)



# AUSTRALIAN HOTELS ASSOCIATION

24 Brisbane Avenue Barton ACT 2600 • PO Box 4286 Manuka ACT 2603 • Australia  
email: aha@aha.org.au • Facsimile: (02) 6273 4011 • Telephone: (02) 6273 4007  
Web: www.aha.org.au

---

## Certificate of Secretary or other Authorised Officer

S268 of Schedule 1 Workplace Relations Act 1996

I, Colin Waller being the Secretary/Treasurer of the Australian Hotels Association certify:

- That the documents lodged herewith are copies of the full report, referred to in s268 of the RAO Schedule; and
- That the full report, was provided to members on 2 June 2009; and
- That the full report was presented to general meeting of members of the reporting unit on 29 June 2009; in accordance with section 266 of the RAO Schedule.

**COLIN WALLER**

National Secretary/Treasurer

29 June 2009

**AUSTRALIAN HOTELS ASSOCIATION - NATIONAL BODY**  
**FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2008**

**CONTENTS**

Statement of Principal Accounting Officer  
Committee of Management Statement  
Operating Report  
Income Statement  
Balance Sheet  
Cash Flow Statement  
Notes to the Financial Statements  
Independent Audit Report  
Auditor's Disclaimer  
Detailed Income Statements

**AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY**

**STATEMENT OF PRINCIPAL ACCOUNTING OFFICER**

I, Colin Waller, being the Honorary Secretary/Treasurer, the officer responsible for keeping the accounting records of the Australian Hotels Association National Body (the Organisation) certify that as at 31st December 2008, the number of members of the Organisation was 4,845.

In my opinion:

1. The attached financial statements show a true and fair view of the financial affairs of the Organisation as at 31st December 2008;
2. A record has been kept of all monies paid by, or collected from members and all monies so paid or collected have been credited to the bank account to which those moneys are to be credited, in accordance with the rules of the Organisation;
3. Before any expenditure was incurred approval of the incurring of the expenditure was obtained in accordance with the rules of the Organisation;
4. With regard to funds of the Organisation raised by compulsory levies or contributions from members, or funds other than the General Fund operated in accordance with the rules, no payments were made out of any such fund for purposes other than those for which the fund was operated;
5. All loans or other financial benefits granted to persons holding office in the Organisation were authorised in accordance with the rules and are disclosed in the attached financial statements;
6. The register of members of the Organisation was maintained in accordance with the Act.

Colin Waller



---

Dated: 1st JUNE 2009

**AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY**

**COMMITTEE OF MANAGEMENT STATEMENT**

On the date below, the Committee of Management of Australian Hotels Association passed the following resolution in relation to the general purpose financial report (GPFR) of the reporting unit for the financial year ended 31 December 2008:

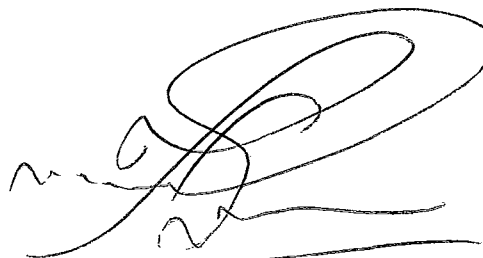
The Committee of Management declares in relation to the GPFR that in its opinion:

- (a) The financial statements and notes comply with the Australian Accounting Standards;
- (b) The financial statements and notes comply with the reporting guidelines of the Industrial Registrar;
- (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 year 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;
- (e) During the financial year to which the GPFR relates and since the end of that year:
  - (i) Meetings of the committee of management were held in accordance with the rules of the organisation including the rules of a branch concerned;
  - (ii) 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;
  - (iii) The financial records of the reporting unit have been kept and maintained in accordance with the Registration and Accountability of Organisations (RAO) Schedule and the RAO Regulations;
  - (iv) The financial records of the reporting unit have been kept, as far as practicable, in a consistent manner to each of the other reporting units of the organisation;
  - (v) Any information sought in a request by a member of the reporting unit or the Registrar duly made under section 272 of the RAO Schedule during the period has been furnished accordingly; and
  - (vi) No orders for inspection of financial records have been made by the Commission under section 273 of the RAO Schedule during the period. There is a possibility orders will be made during the 2009 year under the application referred to in Point (vii).
  - (vii) Notice under Section 272 was lodged by a member relating to the conduct of the National body for years 2002 to 2004.

For Committee of Management :



Colin Waller  
National Secretary/Treasurer



Tom McGuire  
National President

Date: 1<sup>ST</sup> JUNE 2009

## AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY

### OPERATING REPORT FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008

This Operating Report covers the results of those activities that were provided for the financial year ended 31 December 2008.

#### PRINCIPAL ACTIVITIES

The principal activities of the Association, as conducted through the Council and the Executive Board during the past year fell into the following categories:

- Provision of Industrial support to members including advice on legal and legislative matters, contractual obligations and representation of state members. Administration of Federal awards, the variation of awards following major test cases.
- Media and Communications to members and to the broader community via media releases in support of campaigns, targeted publications including national magazines.
- Provision of information for members providing up to date material relevant to hotels.
- Organisation of events to members such as Awards for Excellence, National Convention, Charity Fund Raising etc. in order to recognise their achievements and contribution to the community.

#### FINANCIAL ACTIVITIES

- There was an increase in sponsorship income and delegate registration.
- The legal cost remained high due to AIRC issues.
- We also completed three government projects during the year.

#### SIGNIFICANT CHANGES

There were no significant changes in the nature of the Association's principal activities during the year.

#### MANNER OF RESIGNATION

Members may resign from the Association in accordance with rule 32, which reads as follows:

- 1) A member of the Association may resign from membership by written notice addressed and delivered to the Branch Secretary of the Branch of which he is a member.
- 2) A notice of resignation from membership of the Association takes effect:
  - a) Where the member ceases to be eligible to become a member of the Association:
    - i) On the day on which notice is received by the Association ;or
    - ii) On the day specified in the notice, which is a day not earlier than the day when the member ceases to be eligible to become a member; Which ever is later; or
  - b) In any other case:
    - i) At the end of two (2) weeks after the notice is received by the Association; or
    - ii) On the day specified in the notice;Whichever is later.
- 3) Any dues payable but not paid by a former member of the Association, in relation to a period before the member's resignation from the Association took effect, may be sued for and recovered in the name of the Association in a court of competent jurisdiction, as a debt due to the Association.
- 4) A notice delivered to the person mentioned in subrule (1) shall be taken to have been received by the Association when it was delivered.
- 5) A notice of resignation that has been received by the Association is not invalid because it was not addressed and delivered in accordance with subrule (1).
- 6) A resignation from membership of the Association is valid even if it is not affected in accordance with the rule if the member is informed in writing by or on behalf of the Association that the resignation has been accepted.

**AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY**

**OPERATING REPORT  
FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008**

**TRUSTEE OR DIRECTOR OF TRUSTEE COMPANY OF SUPERANNUATION ENTITY OR  
EXEMPT PUBLIC SECTOR SUPERANNUATION SCHEME**

Mr. Bevan Douglas who is an Executive Member is a director of Hostplus Superannuation Industry Fund representing the National Body.

**NUMBER OF MEMBERS**

The number of persons who, at the end of the reporting period, were recorded on the Register of Members of the Association was 4,845.

**NUMBER OF EMPLOYEES**

The number of persons who were, at the end of the reporting period, employees of the Association was 6 comprised of 4 full time and 2 part time staff.

**MEMBERS OF COMMITTEE OF MANAGEMENT**

The persons who held office as members of the Committee of Management of the Association during the reporting period are:

- Tom McGuire (President)
- Colin Waller (Secretary/Treasurer)
- Peter Hurley (Senior Vice President)
- Patrick Griffin (President Accommodation Division)
- Peter Burnett (Vice President)

Colin Waller   
National Secretary/Treasurer

Dated this **FIRST** day of **JUNE** 2009



**AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY  
INCOME STATEMENT**

**FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008**

	Note	2008 \$	2007 \$
Revenues	2	3,115,721	2,961,279
Employee Benefits Expense		(618,832)	(507,010)
Depreciation and Amortisation Expense		(38,825)	(40,452)
Consultancy Expense		(494,803)	(546,459)
Legal Expenses		(434,348)	(616,514)
Marketing & Convention Expense		(551,166)	(448,402)
Travel and Meeting Expense		(221,229)	(142,879)
Administration Expenses	3	(995,746)	(862,259)
<b>DEFICIT FROM OPERATIONS BEFORE TAX</b>	<b>3</b>	<b>(239,228)</b>	<b>(202,696)</b>
<b>INCOME TAX EXPENSE</b>	<b>1(a)</b>	<b>-</b>	<b>-</b>
<b>DEFICIT FROM OPERATIONS AFTER TAX</b>		<b>(239,228)</b>	<b>(202,696)</b>

This Income Statement is to be read in conjunction with the Notes to the Financial Statements set out on pages 10 to 23

**AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY**

**BALANCE SHEET  
AS AT 31<sup>ST</sup> DECEMBER 2008**

	Note	2008 \$	2007 \$
<b>CURRENT ASSETS</b>			
Cash	4	147,731	216,877
Receivables	5	119,964	282,230
Investments	6	749	749
Other	7	6,686	104,066
<b>TOTAL CURRENT ASSETS</b>		<u>275,130</u>	<u>603,922</u>
<b>NON-CURRENT ASSETS</b>			
Property, Plant and Equipment	8	688,409	727,233
<b>TOTAL NON-CURRENT ASSETS</b>		<u>688,409</u>	<u>727,233</u>
<b>TOTAL ASSETS</b>		<u>963,539</u>	<u>1,331,155</u>
<b>CURRENT LIABILITIES</b>			
Payables	9	333,625	499,191
Provisions	10	44,407	14,755
Other	11	29,694	21,168
<b>TOTAL CURRENT LIABILITIES</b>		<u>407,726</u>	<u>535,114</u>
<b>NON-CURRENT LIABILITIES</b>			
Other	11	-	1,000
<b>TOTAL NON-CURRENT LIABILITIES</b>		<u>-</u>	<u>1,000</u>
<b>TOTAL LIABILITIES</b>		<u>407,726</u>	<u>536,114</u>
<b>NET ASSETS</b>		<u>555,813</u>	<u>795,041</u>
<b>EQUITY</b>			
Retained profits		<u>555,813</u>	<u>795,041</u>

This Balance Sheet is to be read in conjunction with the Notes to the Financial Statements  
set out on pages 10 to 23

**AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY**

**STATEMENT OF CHANGES IN EQUITY  
FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008**

	<b>Total</b>
	<b>\$</b>
<b>Balance at 1 January 2007</b>	997,737
Deficit attributable to members	(202,696)
<b>Balance at 1 January 2008</b>	<u>795,041</u>
Deficit attributable to members	(239,228)
<b>Balance at 31 December 2008</b>	<u><b>555,813</b></u>

This Statement in Changes of Equity is to be read in conjunction with the Notes to the Financial Statements set out on pages 10 to 23

**AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY**

**CASH FLOW STATEMENT  
FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008**

	Note	2008 \$	2007 \$
<b>Cash Flows from Operating Activities</b>			
Receipts from Capitation Fees		766,313	766,389
Receipts from Promotional and Sundry Activities		1,819,575	1,313,064
Interest Received		8,159	18,549
Dividends Received		48	60
Receipts from Government Grants		400,666	738,913
Receipts from recovery of consultancy fees		118,554	-
Payments to Employees and for Promotional and Other Expenses		<u>(3,182,461)</u>	<u>(2,762,591)</u>
<b>Net Cash (Used in)/Provided by Operating Activities</b>	<b>13(a)</b>	<u>(69,146)</u>	<u>74,384</u>
<b>Cash Flows from Investing Activities</b>			
Proceeds from sale of property, plant & equipment		-	47,136
Payment for property, plant & equipment		<u>-</u>	<u>(5,337)</u>
<b>Net Cash (Used in)/Provided by Investing Activities</b>		<u>-</u>	<u>41,799</u>
Net (Decrease)/Increase in Cash Held		(69,146)	116,183
Cash at Beginning of Year		216,877	100,694
<b>CASH AT END OF YEAR</b>	<b>13(b)</b>	<u><u>147,731</u></u>	<u><u>216,877</u></u>

This Statement of Cash Flows is to be read in conjunction with the Notes to the Financial Statements set out on pages 10 to 23

**AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008**

**1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES**

The financial report is a general purpose financial report that has been prepared in accordance with Accounting Standards, Australian Accounting Interpretations, other authoritative pronouncements of the Australian Accounting Standards Board, requirements of the Associations Incorporations Act 1991(ACT) and both the Industrial Relations Act 1996(NSW) and the Workplace Relations Act 1996(Cth). The financial report is for the entity Australian Hotels Association National Body as a single entity.

The following is a summary of the material accounting policies adopted by the Association in the preparation of the financial report. The accounting policies have been consistently applied, unless otherwise stated.

**Basis of Preparation**

The financial report has been prepared on an accruals basis and is based on historical costs and does not take into account changing money values or, except where stated, current valuations of non-current assets. Cost is based on the fair values of the consideration given at exchange of assets.

**(a) Income Tax**

The Association is exempt from income tax under Section 50-15 of the Income Tax Assessment Act 1997.

**(b) Employee Benefits**

Provision is made for the Association's liability for employee benefits arising from services rendered by employees to balance date. Employee benefits that are expected to be settled within one year have been measured at the amounts expected to be paid when the liability is settled, plus related on-costs. Employee benefits payable later than one year have been measured at the present value of the estimated future cash outflows to be made for those benefits.

Contributions are made by the Association to an employee superannuation fund and are charged as expenses when incurred.

**(c) Property, Plant and Equipment**

**Property**

Land and buildings are measured on the cost basis less depreciation and impairment losses.

Property, plant and equipment are measured on the cost basis less depreciation and impairment losses. The carrying amount of plant and equipment is reviewed annually by the committee to ensure it is not in excess of the recoverable amount from those assets. The recoverable amount is assessed on the basis of the expected net cash flows which will be received from the assets employment and subsequent disposal. The expected net cash flows have not been discounted to present values in determining the recoverable amount.

**(d) Depreciation**

The depreciable amount of all fixed assets including buildings and capitalised leased assets, but excluding freehold land, are depreciated on a straight line basis over their useful lives to the Association commencing from the time the asset is held ready for use.

The Depreciation rates used for each class of depreciable asset are:

<b>Class of Asset</b>	<b>Depreciation Rate</b>
Building – Barton	2.5% - 10%
Motor Vehicles	15%
Office Equipment	10% - 27%
Building – Darwin	2.5%

## AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY

### NOTES TO OF THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008

#### 1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (CONT)

##### **(e) Leases**

Leases of fixed assets, where substantially all the risks and benefits incidental to the ownership of the asset, but not the legal ownership, are transferred to the Association are classified as finance leases. Finance leases are capitalised recording an asset and a liability equal to the present value of the minimum lease payments, including any guaranteed residual values.

Leased assets are amortised on a straight line basis over their estimated useful lives where it is likely that the Association will obtain ownership of the asset or over the term of the lease. Lease payments are allocated between the reduction of the lease liability and the lease interest expense for the period.

Lease payments under operating leases, where substantially all the risks and benefits remain with the lessor, are charged as expenses in the periods in which they are incurred.

##### **(f) Cash**

For the purposes of the statement of cash flows, cash includes cash on hand and at call deposits with banks or financial institutions, investment in money market instruments maturing within less than two months, net of bank overdrafts.

##### **(g) 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.

##### **(h) Comparative Figures**

Comparative figures supplied reflect the accounting period for the twelve months ended 31st December 2007. Comparative figures may be adjusted to enhance comparability.

##### **(i) Revenue Recognition**

Revenue from the state branches is recognised on a receipt basis and is allocated to the relevant period. Revenue from the sponsorships is recognised upon the execution of the contracts to the corporate sponsors.

Interest revenue is recognised on a proportional basis taking into account the interest rates applicable to the financial assets. Income from providing a service is recognised upon the delivery of goods to customers.

Grant revenue is recognised in accordance with the terms and conditions of the grant agreements.

##### **(j) Critical Accounting Estimates**

The Association evaluates 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 organisation. No accounting assumptions or estimates have been identified that have a significant risk of causing a material adjustment to carrying amounts of assets and liabilities within the next accounting period.

## AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008

#### 1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (CONT)

##### **(k) Financial Instruments**

##### ***Recognition and Initial Measurement***

Financial instruments, incorporating financial assets and financial liabilities, are recognised when the entity becomes a party to the contractual provisions of the instrument.

Trade date accounting is adopted for financial assets that are delivered within timeframes established by marketplace convention.

Financial instruments are initially at fair value plus transactions costs where the instrument is not classified at fair value through profit or loss. Transaction costs related to instruments classified as at fair value through profit or loss are expensed to profit or loss immediately. Financial instruments are classified and measured as set out below.

##### ***Derecognition***

Financial assets are derecognised where the contractual rights to receipt of cash flows expires or the asset is transferred to another party whereby the entity no longer has any significant continuing involvement in the risks and benefits associated with the asset. Financial liabilities are derecognised where the related obligations are either discharged, cancelled or expire. The difference between carrying value of the financial liability extinguished or transferred to another party and the fair value of consideration paid, including the transfer of non-cash assets or liabilities assumed is recognised in profit or loss.

##### ***Classification and Subsequent Measurement***

##### ***(i) Financial assets at fair value through profit or loss***

Financial assets are classified at fair value through profit or loss when they are held for trading purpose of short term profit taking, where they are derivatives not held for hedging purposes, or designated as such to avoid an accounting mismatch or to enable performance evaluation where a group of financial assets is managed by key management personnel on a fair value basis in accordance with a documented risk management or investment strategy. Realised and unrealised gains and losses arising from the changes in fair value are included in profit or loss in the period in which they arise.

##### ***(ii) Loans and Receivables***

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market and are subsequently measure at amortised cost using the effective interest rate method.

##### ***(iii) Held-to-maturity investments***

Held-to-maturity investments are non-derivative financial assets that have fixed maturities and fixed or determinable payments, and it is the entity's intention to hold these investments to maturity. They are subsequently measured at amortised cost using the effective interest rate method.

##### ***(iv) Available-for-sale financial assets***

Available-for-sale financial assets are non-derivative assets that are either designated as such or that are not classified in any of the other categories. They comprise investments in the equity of other entities where there is neither a fixed maturity nor fixed or determinable payments.

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008

1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (CONT)

**(k) Financial Instruments Cont**

***Classification and Subsequent Measurement Cont***

*(v) Financial Liabilities*

Non-derivative financial liabilities (excluding financial guarantees) are subsequently measured at amortised cost using the effective interest rate method.

**Fair Value**

Fair value is determined based on current bid prices for all quoted investments. Valuation techniques are applied to determine the fair value for all unlisted securities, including recent arm's length transactions, reference to similar instruments and option pricing models.

**Impairment**

At each reporting date, the entity assesses whether there is any objective evidence that a financial instrument has been impaired. In the case of available-for-sale financial instruments a prolonged decline in the value of the instrument is considered to determine whether impairment has arisen. Impairment losses are recognised in the Income Statement.



NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008

1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (CONT)

**(I) New standards and interpretations issued but not yet effective**

At the date of this financial report the following standards and interpretations, which may impact the entity in the period of initial application, have been issued but are not yet effective:

Reference	Title	Summary	Application date (financial years beginning)	Expected Impact
AASB 123	<i>Borrowing Costs</i>	Revised standard – requires borrowing costs directly attributable to qualifying assets to be capitalised, where previously they could be immediately expensed.	1 January 2009	Not expected to have a material impact on the entity's financial statements
AASB 2007-6	<i>Amendments to Australian Accounting Standards arising from AASB 123</i>	Amends AASB 1, AASB 101, AASB 107, AASB 111, AASB 116 & AASB 138 and Interpretations 1 & 12 as a result of issue of AASB 123	1 January 2009	Not expected to have a material impact on the entity's financial statements
AASB 2007-8	<i>Amendments to Australian Accounting Standards arising from AASB 101</i>	Amends the majority of standards and Interpretations as a result of issue of AASB 101	1 January 2009	Disclosures only
AASB 3	<i>Business Combinations</i>	Revised Standard	1 July 2009	Not expected to have a material impact on the entity's financial statements
AASB 127	<i>Consolidated and Separate Financial Statements</i>	Revised Standard	1 July 2009	Not expected to have a material impact on the entity's financial statements
AASB 2008-3	<i>Amendments to Australian Accounting Standards arising from AASB 3 and AASB 127</i>	Amends a number of standards and Interpretations as a result of the issue of AASB 3 and AASB 127	1 July 2009	Not expected to have a material impact on the entity's financial statements
Interpretation 13	<i>Customer Loyalty Programmes</i>	Guidance on accounting for customer loyalty award credits granted to customers as part of a sales transaction	1 July 2009	Not expected to have a material impact on the entity's financial statements

**AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008**

	2008	2007
	\$	\$
<b>NOTE 2: REVENUE</b>		
<b>Operating activities</b>		
Affiliation Fees	2,400	2400
Capitation Fees	766,313	766,389
Dividends Received	48	60
Government Grants Income	400,666	786,867
Interest Received	2a 8,159	18,549
Promotional and Sundry Income	1,819,581	1,387,014
Recovery of consultancy fees	118,554	-
<b>Total Revenue</b>	<u>3,115,721</u>	<u>2,961,279</u>
<b>(a) Interest from:</b>		
Other persons	<u>8,159</u>	<u>18,549</u>
 <b>NOTE 3: PROFIT/LOSS FROM ORDINARY ACTIVITIES</b>		
Profit/Loss before income		
tax expense has been determined after:		
Employee Benefits paid to Holders of Offices		
Salary and Wages	95,000	97,500
Employee Benefits paid to employees (Other than Holders of Offices)		
Salaries and Benefits	391,977	324,392
Accrued Annual Leave	29,652	(11,566)
Superannuation	102,199	96,684
	<u>618,828</u>	<u>507,010</u>
Depreciation	38,825	40,452
Administration Expenses	145,285	130,825
Travel, accommodation and Consultancy	320,062	398,108
Auditor's Remuneration –		
Audit of Financial Statements	9,028	8,509
Other Services	-	-
Donations	101,430	154,360
Labor Party	- \$46,454	
Other	- \$54,976	
Legal fees	434,348	616,515
Marketing & Convention Expense	551,166	448,402
Consultancy Expense	494,803	546,459
(Profit)/Loss on Sale of Non-Current Assets	-	(9,947)
Administration and other expenses	475,919	209,548
Operating Lease	36,138	38,119
Subscriptions	129,113	75,615
	<u>2,697,292</u>	<u>2,616,513</u>
	<u>3,354,945</u>	<u>3,163,975</u>

**AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008**

	<b>2008</b>	<b>2007</b>
	<b>\$</b>	<b>\$</b>
<b>NOTE 4: CASH</b>		
Cash on Hand	1,000	1,000
Cash at Bank	146,731	215,877
	<u>147,731</u>	<u>216,877</u>
 <b>NOTE 5: RECEIVABLES - CURRENT</b>		
GST Refundable	-	43,893
Trade Debtors	159,464	238,337
Less: Provision for Doubtful Debts	(39,500)	-
	<u>119,964</u>	<u>238,337</u>
	<u>119,964</u>	<u>282,230</u>
 <b>NOTE 6: INVESTMENTS</b>		
Shares in Listed Companies	<u>749</u>	<u>749</u>
 <b>NOTE 7: OTHER ASSETS</b>		
Prepayment	<u>6,686</u>	<u>104,066</u>
	<u>6,686</u>	<u>104,066</u>
 <b>NOTE 8(a): PROPERTY, PLANT &amp; EQUIPMENT</b>		
Building, Barton – at cost	1,067,166	1,067,166
Less: Accumulated Depreciation	407,236	383,409
	<u>659,930</u>	<u>683,757</u>
 Motor Vehicles – at cost	 45,831	 45,831
Less: Accumulated Depreciation	27,781	20,907
	<u>18,050</u>	<u>24,924</u>
 Office Equipment – at cost	 307,754	 307,754
Less: Accumulated Depreciation	297,325	289,202
	<u>10,429</u>	<u>18,552</u>
<b>Total Property, Plant &amp; Equipment</b>	<u>688,409</u>	<u>727,233</u>

**AUSTRALIAN HOTELS ASSOCIATION – NATIONAL OFFICE**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING 31<sup>ST</sup> DECEMBER 2008**

	2008	2007
	\$	\$
<b>NOTE 8(b): PROPERTY, PLANT &amp; EQUIPMENT RECONCILIATIONS</b>		
Building, Barton		
Carrying amount at beginning	683,757	707,584
Less: Depreciation	(23,827)	(23,827)
Carrying amount at end of year	659,930	683,757
Motor Vehicles		
Carrying amount at beginning	24,924	31,799
Plus: Additions	-	-
Less: Depreciation	(6,874)	(6,875)
Less: Disposals	-	-
Carrying amount at end of year	18,050	24,924
Office Equipment		
Carrying amount at beginning	18,552	22,284
Plus: Additions	-	5,337
Less: Depreciation	(8,123)	(9,069)
Carrying amount at end of year	10,429	18,552
Building, Darwin		
Carrying amount at beginning	-	37,492
Less: Depreciation	-	(681)
Less Disposal	-	(36,811)
Carrying amount at end of year	-	-
<b>Total Property, Plant &amp; Equipment</b>	<b>688,409</b>	<b>727,233</b>
 <b>NOTE 9: PAYABLES</b>		
<b>CURRENT</b>		
Sundry Creditors	318,625	284,317
Unearned Income	15,000	214,874
	<u>333,625</u>	<u>499,191</u>
 <b>NOTE 10: PROVISIONS</b>		
<b>CURRENT</b>		
Provision for Accrued Annual Leave	44,407	14,755
	<u>44,407</u>	<u>14,755</u>

**AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008**

	2008	2007
	\$	\$
<b>NOTE 11: OTHER LIABILITIES</b>		
<b>CURRENT</b>		
PAYG Withholdings/FBT Payable/GST Payable	25,694	18,168
ICHM Scholarship Fund	4,000	3,000
	<u>29,694</u>	<u>21,168</u>
<b>NON-CURRENT</b>		
ICHM Scholarship Fund	-	1,000
	-	<u>1,000</u>

**NOTE 12: OPERATING LEASES  
OPERATING LEASES RECEIVABLE**

Non cancellable operating leases contracted for but not capitalised in the financial statements

Receivables – Unit 1 24 Brisbane Avenue Barton		
Not later than 1 year	116,105	122,808
Later than 1 year but not later than 5 years	212,859	347,956
Later than 5 years	-	-
	<u>328,964</u>	<u>470,764</u>

Property leases for Unit 1 24 Brisbane Avenue Barton building are non cancellable operating leases with lease terms from 1/11/06 to 31/10/2011 years. Leases typically have a fixed annual increase provision

**OPERATING LEASE PAYABLE**

Non cancellable operating leases contracted for but not capitalised in the financial statements

Payables – Unit 4.2 24 Brisbane Avenue Barton		
Not later than 1 year	41,642	42,348
Later than 1 year but not later than 5 years	76,343	119,986
Later than 5 years	-	-
	<u>117,985</u>	<u>162,334</u>

Property leases for Unit 4.2 24 Brisbane Avenue Barton building are non cancellable operating leases with lease terms from 1/11/06 to 31/10/2011 years. Leases typically have a fixed annual increase provision

**AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008**

	2008	2007
	\$	\$
<b>NOTE 13: NOTES TO THE STATEMENT OF CASH FLOWS</b>		
<b>(a) Reconciliation of Net Cash provided by Operating Activities to Deficit after Income Tax</b>		
Deficit after Income Tax	(239,228)	(202,696)
Non Cash Flows in (Loss):		
Write-downs to recoverable amount		
(Profit)/Loss on Sale of Non-Current Assets	-	(9,947)
Depreciation	38,825	40,452
Changes in Assets & Liabilities:		
(Increase)/Decrease in Trade Debtors	118,372	143,871
(Increase)/Decrease in GST Refundable	43,893	(32,304)
(Increase)/Decrease in Prepayments	97,380	(91,286)
(Decrease)/Increase in Sundry Creditors	(165,566)	272,001
Increase/(Decrease) in Provisions	29,652	(4,510)
(Decrease)/Increase in Other Current Liabilities	8,526	(40,197)
Increase/(Decrease) in Other Non-Current Liabilities	(1,000)	(1,000)
<b>Net Cash (Used in)/Provided by Operating Activities</b>	<u>(69,146)</u>	<u>74,384</u>

**Credit stand-by and financing facilities**

The Association has no credit stand-by or financing facilities in place.

**(b) Reconciliation of Cash**

Cash at the end of financial year as shown in the Statement of Cash Flows is reconciled to the related items in the Statement of Financial Position as follows:

Cash on Hand	1,000	1,000
Cash at Bank and on Deposit	146,731	215,877
	<u>147,731</u>	<u>216,877</u>

**AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008**

	2008	2007
	\$	\$
<b>NOTE 14: DIRECTORS &amp; KEY MANAGEMENT PERSONEL</b>		
<b>PERSONNEL COMPENSATION</b>		
<b>(a) Directors' Remuneration</b>		
Remuneration received or receivable by all directors of the association		
-from the entity or any related party in connection with the management of the association	95,000	97,500

The names of Directors who have held office during the financial year are:

Peter Burnett  
Colin Waller  
Peter Hurley  
Patrick Griffin  
Tom McGuire

**(b) Key Management Personnel**

The aggregate compensation of the key management:

Short term benefits	233,200	229,320
Post employment benefits	20,988	22,680
Total	<u>254,188</u>	<u>252,000</u>

**NOTE 15: SEGMENT REPORTING**

The Association is the representative body for hotels and other associated hospitality entities in Australia.

**NOTE 16: RELATED PARTIES**

Amounts paid to the ACT Branch \$10,000 for general administration.

All State Branches receive remuneration for actual expenses incurred and these amounts are disclosed in the relevant expense category of the Income Statement.

## AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008

#### **NOTE 17: INFORMATION TO BE PROVIDED TO THE MEMBERS OR REGISTRAR**

In accordance with the requirements of the schedule 1B Workplace Relations Act 1996, the attention of members is drawn to the provisions of sub-sections (1), (2) and (3) of Section 274 which reads:

A member of a reporting unit, or a Registrar, may apply to the reporting unit for specified prescribed information in relation to the reporting unit;

A reporting unit shall, on the application made under subsection (1) by a member of the reporting unit or a Registrar, make the specified information available to the member or Registrar in such a manner, and within such time, as prescribed;

A Registrar may only make an application under subsection (1) at the request of a member of the reporting concerned, and the Registrar shall provide to a member information received because of an application made at the request of the member.

#### **NOTE 18: CONTINGENT LIABILITIES**

Action has been brought by the NSW Branch against the conduct of affairs of the National Body during the years 2002 - 2004 and potentially the conduct of certain officers of the National Body. The National Body has incurred legal fees of \$161,933 during the year in relation to the matter. There would be very few ongoing legal fees pertaining to this matter, as it is in a final settlement point with the NSW Branch.

Officers of the Association are of the opinion the Association will not be required to pay any costs or settlement in the matter.

#### **NOTE 19: FINANCIAL INSTRUMENTS**

##### **Financial Risk Management Policies**

The Associations' financial instruments consist mainly of deposits with banks, accounts receivable and payable.

The Association does not have any derivative instruments at 31 December 2008.

##### **i. Treasury Risk Management**

Committee members meet on a regular basis to analyse financial risk exposure and to evaluate treasury management strategies in the context of the most recent economic conditions and forecasts.

##### **Financial Risk Exposures and Management**

The main risks the entity is exposed to through its financial instruments are interest rate risk, liquidity risk and credit risk.

##### **Interest rate risk**

Interest rate risk is managed with a mixture of fixed and floating cash investments.

##### **Foreign currency risk**

The entity is not exposed to fluctuations in foreign currencies.

##### **Liquidity risk**

The entity manages liquidity risk by monitoring forecast cash flows and ensuring that adequate cash reserves are maintained.





**AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008**

**NOTE 19: FINANCIAL INSTRUMENTS CONT**

**Net Fair Values**

The aggregate net fair values and carrying amounts of financial assets and financial liabilities are disclosed in the balance sheet and in the notes to the financial statements.

**Sensitivity analysis:**

**Interest rate risk**

The Association has performed a sensitivity analysis relating to its exposure to interest rate risk at balance date. This sensitivity analysis demonstrates the effect on current year results and equity which could result from a change in this risk.

As at 30 June 2008, the effect on profit and equity as a result of changes in the interest rate, with all other variables remaining constant, would be as follows:

	<b>2008</b>	<b>2007</b>
	<b>'000</b>	<b>'000</b>
	<b>\$</b>	<b>\$</b>
<b>Change in profit</b>		
— Increase in interest rate by 1%	1,467	2,159
— Decrease in interest rate by 1%	1,467	2,159
	<hr/>	<hr/>
<b>Change in equity</b>		
— Increase in interest rate by 1%	-	-
— Decrease in interest rate by 1%	-	-
	<hr/>	<hr/>

This sensitivity analysis has been performed on the assumption that all other variables remain unchanged.

**NOTE 21: ASSOCIATION DETAILS**

The registered office and principal place of business of the Association is:

Australian Hotels Association  
24 Brisbane Avenue  
BARTON ACT 2600

# RSM Bird Cameron

Chartered Accountants

Level 1, 103-105 Northbourne Avenue Canberra ACT 2601  
GPO Box 200 Canberra ACT 2601  
T +61 2 6247 5988 F +61 2 6247 3703  
www.rsmi.com.au

## INDEPENDENT AUDITOR'S REPORT

### TO THE MEMBERS OF

### AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY

We have audited the accompanying financial report of Australian Hotel Association - National Body, which comprises the balance sheet as at 31 December 2008, and the income statement, statement of changes in equity and cash flow statement for the year ended on that date, a summary of significant accounting policies, other explanatory notes and the Committee of Management Statement.

#### *Committee's Responsibility for the Financial Report*

The Committee is responsible for the preparation and fair presentation of the financial report in accordance with Australian Accounting Standards (including the Australian Accounting Interpretations), the Associations Incorporation Act (ACT) 1991, and the Workplace Relations Act 1996 (Cth). This responsibility includes establishing and maintaining internal control relevant to the preparation and fair presentation of the financial report that is free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

#### *Auditor's Responsibility*

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. These Auditing Standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial report 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 entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Committee, as well as evaluating the overall presentation of the financial report.

The financial report has been prepared for distribution to members for the purpose of fulfilling the Committee financial reporting requirements under the Associations Incorporation Act (ACT) 1991 and the Workplace Relations Act 1996. We disclaim any assumption of responsibility for any reliance on this report or on the financial report to which it relates to any person other than the members, or for any purpose other than that for which it was prepared.

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

Liability limited by a  
scheme approved under  
Professional Standards  
Legislation

Birdanco Nominees Pty Ltd  
ABN 33 009 321 377  
Practising as  
RSM Bird Cameron  
ABN 65 319 382 479

Major Offices in:  
Perth, Sydney,  
Melbourne, Adelaide  
and Canberra

RSM Bird Cameron is an independent  
member firm of RSM International, an  
affiliation of independent accounting and  
consulting firms.

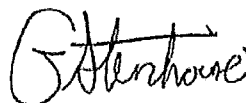
*Independence*

In conducting our audit, we have complied with the independence requirements of the Australian professional accounting bodies.

*Auditor's Opinion*

In our opinion the general purpose financial report of Australian Hotel Association – National Body presents fairly, in all material respects, the financial position of Australian Hotel Association – National Body as at 31 December 2008 and its financial performance and its cash flows for the year then ended in accordance with Australian Accounting Standards (including the Australian Accounting Interpretations), the Associations Incorporations Act (ACT) 1991, and the requirements imposed by Part 3 of Chapter 8 of the RAO schedule of the Workplace Relations Act 1996.

**RSM BIRD CAMERON**  
Chartered Accountants



**GED STENHOUSE**  
Director

Canberra, Australian Capital Territory  
Dated: 1 June 2009

# RSM Bird Cameron

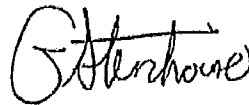
Chartered Accountants

Level 1, 103-105 Northbourne Avenue Canberra ACT 2601  
GPO Box 200 Canberra ACT 2601  
T +61 2 6247 5988 F +61 2 6247 3703  
www.rsmi.com.au

## AUDITOR'S DISCLAIMER

The additional financial data presented in the following pages is in accordance with the books and records of the Australian Hotels Association – National Body (AHA) which have been subjected to the auditing procedures applied in our audit of the AHA for the year 31 December 2008. It will be appreciated that our audit did not cover all details of the additional financial data. Accordingly, we do not express an opinion on such financial data and no warranty of accuracy or reliability is given. Neither the firm nor any member or employee of the firm undertakes responsibility in any way whatsoever to any person, (other than to the AHA), in respect of such data, including any errors or omissions therein however caused.

**RSM BIRD CAMERON**  
Chartered Accountants



**GED STENHOUSE**  
Director

Canberra, Australian Capital Territory  
Dated: 1 June 2009

Liability limited by a  
scheme approved under  
Professional Standards  
Legislation

Birdanco Nominees Pty Ltd  
ABN 33 009 321 377  
Practising as  
RSM Bird Cameron  
ABN 65 319 382 479

Major Offices in:  
Perth, Sydney,  
Melbourne, Adelaide  
and Canberra

RSM Bird Cameron is an independent  
member firm of RSM International, an  
affiliation of independent accounting  
and consulting firms.

**CONTENTS**

Unaudited Detailed Income Statement for  
National Office\*

Unaudited Detailed Income Statement for  
National Marketing and Convention\*

Unaudited Detailed Income Statement for  
Work Choice Project\*

Unaudited Detailed Income Statement for  
NICS\*

Unaudited Detailed Income Statement for  
Welfare to Work\*

\* The unaudited income statements do not include all the activities of the Australian Hotels Association – National Body and therefore do not reconcile with the audited income statement.

**AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY**

**UNAUDITED DETAILED INCOME STATEMENT  
FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008**

	2008	2007
	\$	\$
<b>NATIONAL OFFICE</b>		
Affiliation Fees	2,400	2,400
Capitation Fees	766,313	766,389
Special Levy	149,215	-
Dividends Received	48	60
Endorsements	131	60
Hotel News Advertising	34,954	41,888
Interest Received	8,159	18,549
Net Grants Income	(35,719)	42,209
Net Profit National Marketing & Convention	1,016,970	774,541
National Industry Skills Execution of Contracts	800	2,115
Recovery of Consultancy fee	118,554	-
Rent – 24, Brisbane Avenue, Barton	134,523	120,009
<b>TOTAL REVENUE</b>	<u>2,196,348</u>	<u>1,768,220</u>

**AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY**

**UNAUDITED DETAILED INCOME STATEMENT  
FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008**

	<b>2008</b>	<b>2007</b>
	<b>\$</b>	<b>\$</b>
<b>NATIONAL OFFICE (CONT'D)</b>		
<b>TOTAL REVENUE brought forward</b>	2,196,348	1,768,220
<b>EXPENDITURE</b>		
Accommodation Division President (Remuneration Holder of Office)	10,000	10,000
ACT Branch Management Fee	10,000	8,333
Accountancy Fees	49,635	46,530
Accrued Annual Leave	29,652	(11,566)
Accommodation Division Survey/Operational Costs	128,817	139,451
Auditor's Remuneration	9,028	8,509
Bank Charges	3,729	2,030
Body Corporate & Outgoings	29,965	24,157
Depreciation	14,998	15,944
Depreciation – Building	23,827	24,508
Doubtful Debts	39,500	-
Fringe Benefits Tax	12,000	3,000
Insurance	19,049	19,054
Industrial Relations	231,056	49,644
Leasing – Office Premises	36,138	38,119
Legal Costs	434,348	616,515
Light & Power	2,007	1,793
Loss/(Profit) on Sale of Non-Current Assets	-	(9,947)
Media, Training & Monitoring	12,442	6,028
Office Expenses	17,601	17,378
Postage & Freight	52,860	32,129
President – PA (Remuneration Holder of Office)	27,500	27,500
Presidential Allowance (Remuneration Holder of Office)	27,500	27,500
Printing & Stationery	17,312	8,095
Publications	20,273	20,921
Repairs & Maintenance	148	290
Representations	101,430	154,360
Research & Special Projects	73,866	-
Salaries, Benefits & On-Costs (Employees)	482,176	418,077
Secretary/Treasurer (Remuneration Holder of Office)	10,000	10,000
Senior Vice President (Remuneration Holder of Office)	10,000	10,000
Syrmas Consulting	96,569	-
Subscriptions	129,113	75,615
Telephone	27,888	21,570
Travel & Meetings	235,149	142,879
Vice President (Remuneration Holder of Office)	10,000	12,500
<b>TOTAL EXPENDITURE</b>	<b>2,435,576</b>	<b>1,970,916</b>
<b>DEFICIT FOR YEAR</b>	<b>(239,228)</b>	<b>(202,696)</b>



**AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY**

**UNAUDITED DETAILED INCOME STATEMENT  
FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008**

	<b>2008</b>	<b>2007</b>
	\$	\$
<b>NATIONAL MARKETING AND CONVENTION</b>		
<b>REVENUE</b>		
Corporate Sponsorship	1,257,205	1,082,818
Delegate Registration	205,160	140,124
NAFE Income	37,589	-
Supplement Income	-	-
	<hr/>	<hr/>
	1,499,954	1,222,942
<b>EXPENDITURE</b>		
Audio Visual & Slide Production	16,229	10,741
Consultants (External Contractors)	45,008	28,800
Delegate Transport	7,857	-
Entertainment, Theming & Production	20,558	16,068
Equipment Hire	10,250	-
Food, Beverage, Golf & Theme Parks	153,201	167,167
Ground Transport	150	5,264
Insurance	-	-
Marketing Body Corporate	-	-
National Awards for Excellence	46,657	57,932
Postage & Freight	2,878	3,756
Printing & Stationery	22,389	11,142
Speakers	12,000	8,790
Supplement Cost	-	-
Telephone	728	758
Travel, Accommodation & Consultants	131,624	124,010
VIP Events	9,855	10,985
VIP Gifts	3,600	2,988
	<hr/>	<hr/>
<b>TOTAL EXPENDITURE</b>	482,984	448,401
	<hr/>	<hr/>
<b>NET SURPLUS FOR YEAR</b>	1,016,970	774,541

**AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY**

**UNAUDITED DETAILED INCOME STATEMENT  
FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008**

	<b>2008</b>	<b>2007</b>
	\$	\$
<b>WORKCHOICE PROJECT GRANT/OZ PROPECT</b>		
<b>REVENUE</b>		
Grant Income	146,358	267,200
	<u>146,358</u>	<u>267,200</u>
<b>EXPENDITURE</b>		
Completion of Seminars	182,638	247,843
Painting	-	-
Office Expenses	-	-
	<u>182,638</u>	<u>247,843</u>
<b>TOTAL EXPENDITURE</b>	<u>182,638</u>	<u>247,843</u>
<b>NET GRANT SURPLUS</b>	<u>(36,280)</u>	<u>19,357</u>

**AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY**

**UNAUDITED DETAILED INCOME STATEMENT  
FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008**

	<b>2008</b>	<b>2007</b>
	<b>\$</b>	<b>\$</b>
<b>NICS/NSSS PROJECT GRANT</b>		
<b>REVENUE</b>		
Grant Income	236,508	423,758
Interest	-	-
	<hr/>	<hr/>
	236,508	431,758
<b>EXPENDITURE</b>		
Bank Charges	-	-
Consultancy Fees	250,697	404,025
Marketing	-	-
Office Expenses	-	-
Printing & Stationery	-	-
Travel & Accommodation	-	-
	<hr/>	<hr/>
<b>TOTAL EXPENDITURE</b>	250,697	404,025
<b>NET GRANT INCOME</b>	<hr/> <hr/>	<hr/> <hr/>
	(14,189)	19,733

**AUSTRALIAN HOTELS ASSOCIATION – NATIONAL BODY**

**UNAUDITED DETAILED INCOME STATEMENT  
FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2008**

	<b>2008</b>	<b>2007</b>
	<b>\$</b>	<b>\$</b>
<b>WELFARE TO WORK GRANT</b>		
<b>REVENUE</b>		
Grant Income	17,800	95,909
Interest	-	-
	<u>17,800</u>	<u>95,909</u>
<b>EXPENDITURE</b>		
Consultancy Fees	3,050	92,790
Marketing	-	-
Office Expenses	-	-
Salaries (Employees)	-	-
Telephone & Communication	-	-
Travel & Accommodation	-	-
	<u>3,050</u>	<u>92,790</u>
<b>TOTAL EXPENDITURE</b>	<u>3,050</u>	<u>92,790</u>
<b>NET GRANT INCOME</b>	<u>14,750</u>	<u>3,119</u>