



VICTORIAN SEAFOOD

ANNUAL REPORT 2017-2018

Sustainable Fishing- Healthy Seafood

Seafood Industry Victoria

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INTRODUCTION

Seafood Industry Victoria (SIV) (previously called the Victorian Fishing Industry Federation (VFIF)) is the representative peak body for the Victorian seafood industry, from fishermen through to wholesale, processors and retail. SIV was formed in 1989 under the *Victorian Fishing Industry Council Act 1979* and is a not for profit, non-government organization, registered as an incorporated body (Reg. No# A0019675X) under the *Association Incorporation Act 1981*. SIV is funded by annual levies paid by fishermen and fish receivers/processors with the renewal payments of their access licences. Fishing, aquaculture and post-harvest sector associations, co-operatives and companies are able to obtain membership to SIV, by paying joining (as required) and annual membership fees.

With one full time and two part time members of staff, SIV provides the communication link between the seafood industry and the State and Federal Governments and a plethora of government agencies and associated industry bodies. The major role of SIV is to represent this Victorian seafood industry, disseminate the flow of information to/from industry and ensure industry has a recognized and respected voice. On behalf of industry we respond to a range of subjects including; fisheries legislation, licensing and access issues, development and licensing of new fisheries, marine parks, fisheries management plans, native title, quota allocation, environmental issues, introduction of quality assurance programs, representation on industry training boards, developing educational materials for school students and the general public, research and development applications, media inquiries, press releases and marketing and promotion of seafood products.

SIV's Board of Directors are appointed through industry nominations at the Annual General Meeting each year. The Board of Directors are representative of both the primary (catching) sector fisheries and secondary (post harvest) sectors of the seafood industry. SIV currently has 3 sub committees, including the Finance and Audit Committee and two from various industry sectors that operate under the direction of the Board. The management and structure of SIV is formed under a set of Rules passed in accordance with the *Associations Incorporation Act 1981*.

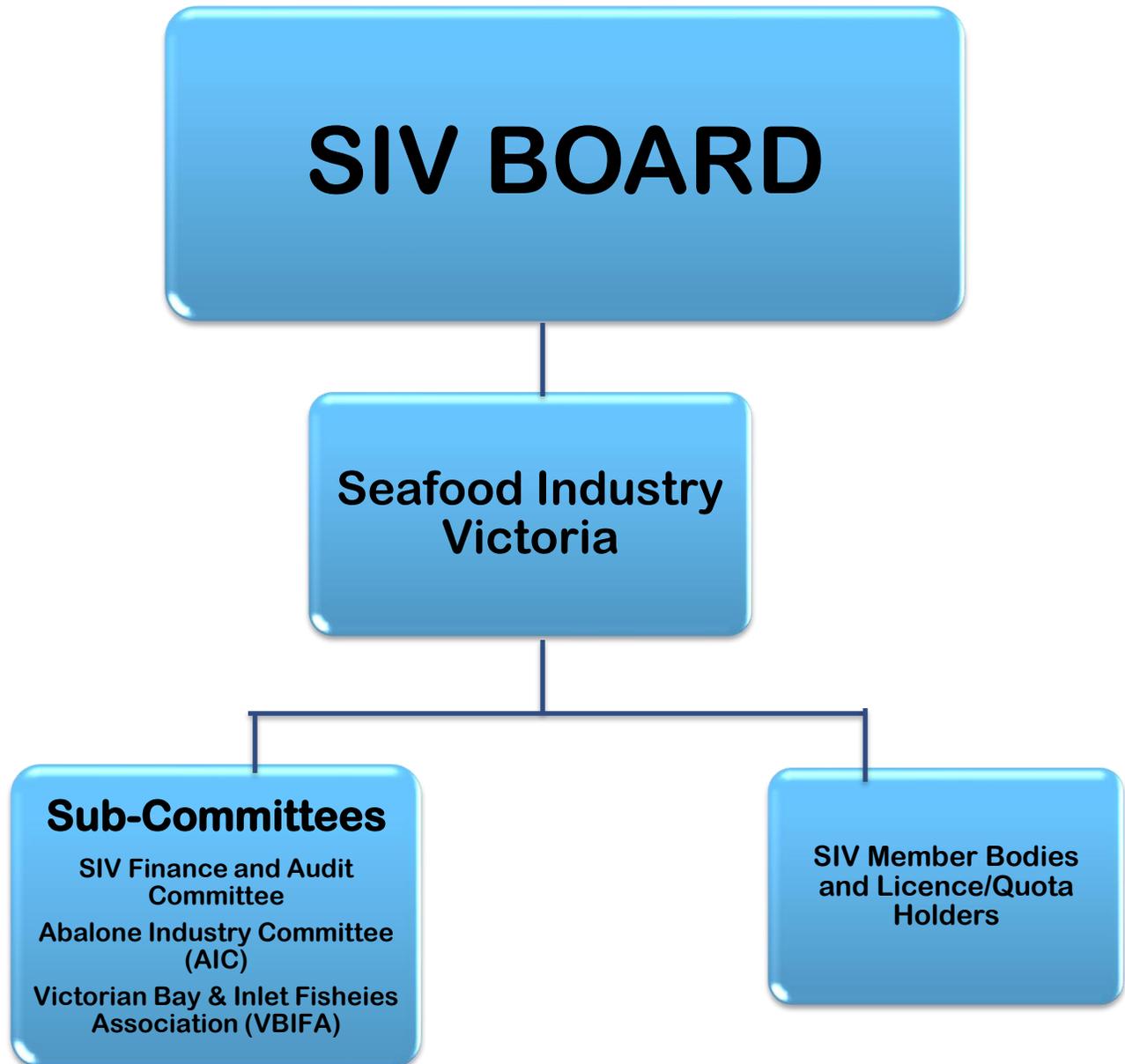
MISSION STATEMENT

Seafood Industry Victoria will continue building and informing a united and ecologically sustainable and thriving seafood industry valued by the Victorian community.

SIV'S FOCUS

While strengthening our advocacy position, SIV's focus for the period 2017-2022 is to bring prominence to the people, places and products of the Victorian Seafood Industry through connected, localised, high-value initiatives that leverage existing partnerships build new connections with industry and position commercial fishing as a net positive in the public domain.

ORGANISATIONAL STRUCTURE



SIV STAFF



Johnathon Davey
Executive Director



Joanne Tripylas
Administration Officer



Mark Harris
Bookkeeper

BOARD OF DIRECTORS

The SIV Board is formed through industry nominations at the Annual General Meeting. The full Board consists of a Chair, a Deputy Chair and ten Directors. The Board shall comprise no more than thirteen directors being, seven directors from the primary (catching) sector, two directors from the secondary (post-harvest) sector and a maximum of three other directors to fill if required casual vacancies. The Executive Director of SIV also sits on the Board.

The Role of the SIV Board

The role of the Board is Governance and not the day-to-day management of the organization. Governance has its focus on the organisation's wider issues of organisational purpose, including the setting and monitoring of the strategic direction and goals and the establishment and monitoring of board-level policies. A simple way to view the respective roles of the board and management is to see the board as having a strategic focus and management as having operational focus. Despite this 'separation of powers', it is essential that the board works in close partnership with the Executive Director to ensure that the boards direction and goals are achieved. The board must ensure that the Executive Director is supported and has sufficient resources to undertake his/her responsibilities.

Board Development

All Board members are given a Directors Induction manual that includes the Board Governance Charter.

Directors are required to pursue their own development and continuously update their knowledge to attain and maintain the levels of competence demanded of them.

Access to Information and Outside Advice

Directors have access to all information necessary (including previous agenda papers) to help them perform their duties

SIV DIRECTORS



Markus Nolle

*Chairman
Rock Lobster
Director Finance Committee*



Barbara Konstas

*Deputy Chair
Secondary Position*



Andrew Watts

Scallop



Craig Fox

Casual Position

SIV DIRECTORS



Ed Meggitt

*Aquaculture
Director Finance Committee*



Gary Leonard

*Trawl and Inshore
Director Finance Committee*



Geoff Ellis

*Abalone
Chair - Finance Committee*



Kate Brooks

Casual Position

SIV DIRECTORS



Lisle Elleway

Ocean Access/Purse Seine



Michael Hobson

Casual Position



Michelle Hansen

Secondary Position (Abalone)



Wayne Cripps

Bay, Inlet, Eel and Inland

BOARD ATTENDANCE

Attendance at Board meetings held during 2017-18

The table below shows attendance at Board meetings held during the year:

	12 Jul 2017 #164	8 Sept 2017 #165	26 Oct 2017 #166	8 Dec 2017 #167	27 Feb 2018 #168	19 Apr 2018 #169	15 Jun 2018 #170
Johnathon Davey (Executive Director)	√	√	√	√	√	√	√
Markus Nolle (Chairman)	√	√	√	√	√	√	√
Andrew Watts	√		√	√	√		
Barbara Konstas (Deputy Chair)			√ (Joined the Board)	√	√	√	√
Craig Fox		√	√	√	√		√
Ed Meggitt			√		√	√	√
Gary Leonard	√	√		√		√	√
Geoff Ellis		√	√	√			√
Glenn Casement			(Left the Board)				
Kate Brooks			(Joined the Board)	√	√	√	√
Lisle Elleway	√	√		√	√	√	√
Michael Hobson			√ (Joined the Board)	√	√	√	√
Michelle Hansen	√	√	√	√	√	√	√
Tanya King		√	(Left the Board)				
Wayne Cripps	√				√		

SIV COMMITTEES

The Finance & Audit Committee

The Finance and Audit Committee is a sub-committee of the Board. It comprises at least three non-executive Directors appointed by the Board. In addition, the Executive Director and SIV's Bookkeeper also attend its meetings.

The role of the Finance & Audit Committee

The primary responsibility of the Finance and Audit Committee is to assist the Board in its governance role of ensuring that the organisation operates effectively, efficiently, ethically and legally.

Attendance at Finance & Audit Committee meetings held during 2017-18

The table below shows attendance at Finance meetings held during the year:

	Jul 2017	23 Oct 2017	Apr 2018	4 Jun 2018
Johnathon Davey (Executive Director)	√	√	√	√
Geoff Ellis (Chairman)	√	√	√	√
Ed Meggitt	√	√	√	√
Gary Leonard	√	√	√	√
Mark Harris (Bookkeeper)	√	√	√	√
Markus Nolle	√	√	√	√

CHAIMAN'S REPORT

In our industry, we hear a lot about sustainability; but what does sustainability really mean? As highlighted by long-time market researcher Michael Sparks at a recent Seafood Marketing Symposium in Queensland, “...*many different things to many different people*”. And therein lies the problem. While Industry and sector level reporting and communications are important, these alone can have limited impact on changing the opinions of many consumers and the general community. The trick here is to augment this with personal, local and authentic engagement. Build trust at the grass-roots level, have open and honest conversations with people, acknowledge our shortcomings and make genuine commitments to improve. People have a good sense for what’s ‘real’ and what isn’t. Reaching out into our local communities and building trust is the foundation of the social license that we need to secure our own sustainable seafood future.

Of course, I can’t think of a champion more passionate about making engagement personal, local and authentic than our larger than life Executive Director Johnathon Davey. We are truly fortunate to have someone so committed and passionate about our industry representing us. In a year when Johnathon became a father for the second time (congratulations JD), he has still enthusiastically travelled from one end of the State to the other; attending community meetings, dinners, festivals and a myriad of other seafood industry-related events. And, the collective positive impact of this is palpable. People in communities and Politicians in Parliament are now listening to us with a degree of intensity and sincerity that we have not seen before. Our new *Victorian Seafood* brand, and us positioned as a united industry behind it, standing shoulder to shoulder with like-minded strategic partners such as The Nature Conservancy and OzFish Unlimited, are starting to get traction and engagement at levels we have not seen before.

This level of engagement was epitomised by our inaugural Sustainable Seafood Event that SIV (in conjunction with The Nature Conservancy) hosted at Parliament House in early September 2018. It was a great evening and I must thank all our generous wild-catch and aquaculture producers who donated fresh, local Victorian Seafood for the event. I also extend my gratitude to the Board and other Industry members who attended on the night. Most Members of Parliament attended the evening at some point, tasted some amazing Victorian seafood and had the opportunity to have direct conversations about our great Industry and the latent potential within it. A key take-away for all being that, with the right level of support, the rewards of these significant opportunities can be realised for the benefit of all Victorians. Sadly, as was pointed out on the night, in the absence of any Government supported Sustainable Seafood Policy, this will continue to be a challenge. It is perhaps no surprise then that, not long after this event, we were invited to commence work with the VFA on the constitution

of a new *Aquatic Strategic Action Group* that will seek to “...provide advice to the Victorian Fisheries Authority (VFA), the Minister for Agriculture and Regional Development and the Minister for Tourism and Major Events on Policy and strategic opportunities...” relating to the commercial wild-catch fishing and aquaculture industries. This is a unique and important opportunity that I can assure you will now be embraced by SIV with enormous enthusiasm!

This type of engagement, both at the Political and local level has only been made possible with the ongoing support and hard work of our Board and the commitment and flexibility of our staff. Over the last year, we have enjoyed the benefit of a ‘full’ Board with all seven Primary positions, two Secondary positions and three Casual positions being filled by enthusiastic and passionate individuals all dedicated to creating a sustainable seafood future for all. However, this year we will unfortunately have a few departures; namely Wayne Cripps (Primary - Mussel, Bait, Eel, Bay & Inlet & Inland) and Geoff Ellis (Primary - Abalone). I sincerely thank both Wayne and Geoff for their significant contributions over many years both on and around the Board. I would also like to acknowledge Geoff’s additional efforts and leadership as Chair of the SIV Finance and Audit Committee. Geoff’s attention to detail and ever-inquisitive legal mind will be sorely missed in the future scrutiny of our accounts!

Fortunately, we are not alone in pursuit of Industry unity and recognition of the strength that this brings to the negotiating table. Over the last year, the benefits of working with a Seafood Industry voice at the National level through *Seafood Industry Australia* has been compelling. Political doors have been opened resulting in meaningful collaboration across States and all the way through to Canberra on matters as diverse as Marine Parks, Country of Origin Labelling, interaction with the Oil & Gas Industry, mental health in the Seafood Industry and preservation of Diesel fuel rebates. While SIA has only been in operation for one year, there is an operating rhythm and emerging clarity in how we will all work together that gives me confidence that, for us all, this will be an important (previously missing) piece in our Seafood Industry engagement story. I note and congratulate the SIA Board’s continuity as confirmed at their recent AGM in Brisbane and especially Veronica Papacosta as Chair and Jane Lovell’s ongoing passion and commitment in her role as CEO. Stay tuned for an SIA “Industry Pledge” workshop coming our way some time soon.

Succession planning and people development in our industry is and has always been a challenge, but I am pleased to say that this year we have seen the second round of our ‘Catch the Drift’ participants move through this personal development program. And, two of our Board Members, Michelle Hansen and Michael Hobson have participated in the National Seafood Industry Leadership Program across the financial year. Congratulations to all who participate in these programs. You are our future.

While we are making some seriously great progress on many, especially strategic fronts, there is still a lot of work to be done and many challenges that lie ahead. Wild-catch seafood licence holders still hold “imperfect property rights”, there are still vocal (and most often ill-informed) individuals who claim there is some greater benefit in closing down our industries and we still face a barrage of fake news when it comes to the often-overexcited reporting of what does, and does not, actually happen in the harvesting and production of fresh, local, sustainable seafood for consumers. The good news, however, is that we are starting to turn this Titanic around. People, and Politicians, are listening. And holding, and expanding, events like the Apollo Bay Seafood Festival, Hooked on Lakes and San Remo Fishing Festival are providing great opportunities to engage and build that social license. On that front, I would also like to thank the VFA in stepping up to the plate and becoming a more significant sponsor of and participant in those events. Next year, we expect to see all these great occasions grow to another level, culminating in our National Seafood Directions conference that SIV will host here in Melbourne on 9-11 October 2019 (see www.SD2019.com.au). Save the date, this one is going to be special.

Over the next year we will also see a VFA-led review of our Fishing Regulations (2009), a VFA Cost Recovery review, a SIV Membership Fees & Levies review and a SIV Rules review. Collectively, this will be an amazing opportunity for you to have your say in shaping the future of our seafood industries. And especially, how we, SIV, the peak body for a united Victorian Seafood Industry can build a sustainable platform to continue to represent you and work to build opportunity, employment and pride in Victorian Seafood.

But in the meantime, don't wait for someone else to speak on your behalf, strike up a local conversation today and start telling your own seafood story. People want to hear it.

Thankyou.



Markus Nolle

Chairman, SIV

EXECUTIVE DIRECTORS REPORT

The 2017-18 year was a significant step forward in the operations of Seafood Industry Victoria (SIV) and presented our small staff with a number of challenges, while also providing us with a new direction in the workload in which we engage. SIV finalised and adopted, with industry support our new 2017-2022 Strategic Framework, which was a big piece of work completed in late 2017.

Throughout the year SIV has worked to ensure we remain a respected and recognised organisation representing the interests of Victoria's amazing seafood industry. While we still have a lot of work ahead in the coming years to overcome any challenges, we now have plans to address these, and more importantly, we will work to continue revealing the enormous potential of our great Victorian Seafood industry in being a long-term provider of food and fibre.

With great pleasure, I present you with this review of our operations for the 2017-18 financial year.

Both myself, as Executive Director, and the SIV staff have continued to promote the Victorian seafood industry and our Victorian seafood produce at every possible opportunity. We travel across the state for meetings, represent industry at seafood festivals and along our journeys we endeavor to meet as many of you as possible, while also introducing the consumer to the industry and I can assure you this will continue in the 2017-18 year.

SIV's New Strategic Framework

Since November 2017 SIV has been implementing our new 5-year strategic framework, which applies the principles of a dynamic approach to identifying opportunities and managing risks, called Strategy in Action. This method continues the vision of SIV ensuring industry's best interests are presented, heard and understood on a broad range of complex and challenging issues, while also allowing us to ensure industry is more proactive and on the front foot.

The adoption and implementation of our Strategic framework has seen the development of various programs, communications and engagement strategies, to enable us to:

- Showcase the people, products and places of the Victorian Seafood Industry through targeted messaging and a focused program of events and activities.
- Create destinations and experiences whereby seafood becomes core to the experience of place.
- Understand and value all aspects of the industry and what it offers by highlighting the people, places and products.
- Own and drive the industry narrative by shaping the story that gets told rather than allowing others to tell our story.

- Create new strategic partnerships and cultivate advocates and supporters across a diverse set of aligned industries and networks.
- Ensure the appropriate leaders are in place and skilled to represent and promote the industry.
- Make Victorian seafood a recognised and supported product, desired by the community.
- Increase public awareness and promotion of the industry, its innovation and its contributions - economically, socially and environmentally.
- Support SIV members to grow, strengthen and leverage their networks with government, community and aligned industries.

The success of PROFISH

Since the re-establishment in 2016 of a hardcopy magazine format, SIV newsletter *PROFISH*, we have continued to produce quarterly volumes. The preparation of each volume takes a considerable amount of SIV time, effort and coordination, and credit must go to the SIV Staff who lead the preparation of each volume to date. We also acknowledge that this publication would not be possible without the important contributions by industry, VFA and other interested parties. I must acknowledge our sponsors of PROFISH who continue to support the ability for SIV to circulate both our and their news to the industry and broader readership, this allows us to continue to publish PROFISH at no cost to industry.

Fisheries Cost Recovery

2017-18, like previous years, saw many developments for the fishing industry with regards to the prospective fisheries cost recovery regime. A strong contingent of industry folks continued to be engaged with the Fisheries Cost Recovery Standing Committee (FCRSC). Unfortunately, the year saw the resignation of Mr Ian Cartwright from the Chair position of the FCRSC, which saw an extended period of time where the committee did not meet, however we have rectified this and reinvigorated the forum in recent months.

The FCRSC, in particular the industry members, continued to address the concerns of industry in an attempt to provide licence fees for the commercial fishing and aquaculture industries based on the actual level of service delivery. We secured some significant savings across a range of licence classes and provided significant insight to the 2017 Fisheries (Fees, Levies and Royalties) Regulations review and the Regulatory Impact Statement (RIS) that accompanied it. SIV and industry continued to champion the removal of the Abalone Royalty, which continues to see inequity in the way fees are recovered from our abalone fishers.

Oil and Gas Exploration Sector

As we are all aware, commercial fisheries share the marine resources with a range of different users. The resource sharing arrangements between the commercial fishing industry and the oil and gas

exploration sector has been somewhat tense in recent years, and with research released on impact to Rock Lobsters, Scallops and Plankton these discussions continue to become more intense.

2017-18 has seen an increased interest from Oil and Gas operators in offshore Victoria, which has put significant consultation strain on industry and SIV. As a result of this the SIV Board has signed off on implementing a joint policy with the Tasmanian Seafood Industry Council - *Policy in relation to Mining, Gas and Petroleum Sector consultation with the Professional Seafood Industry*. This policy has been implemented since April 2018 and continues to see our concerns raised in the vision of these potential future operators. We continue to call for improved consultation and engagement with the fishing industry and seek assurance from oil and gas operators that impacts affecting fishing operations must be minimised as best possible, including provision of adequate compensation when fishers are financially disadvantaged.

PrimeSafe

SIV continued to advocate in 2017-18 that the Victorian seafood industry presents a no/very low risk to food safety. Therefore, the excessive red tape and cost burden through being heavily licensed and regulated by PrimeSafe, is simply unnecessary. We secured the removal of PrimeSafe licence requirements for live abalone and rock lobster fishers in 2017-18 with Minister Pulford committing to this amendment. We will continue to progress this in 2018-19 with a new Victorian Government to continue to remove red tape from the Victorian seafood industry.

Partnerships

Seafood Industry Australia (SIA)

2017-18 saw SIV's engagement with Seafood Industry Australia (SIA) ramp up, with SIA having established their feet under the desk, we then got on with delivering for industry. Through cooperative working relationships with Jane Lovell (CEO) and Jess McInerney (Comms Manager) we have developed media statements, squashed incorrect media about Victoria's seafood industry and advanced industry's interests in the oil and gas space.

Australian Council of Prawn Fisheries (ACPF)

2017-18 saw SIV retain Membership of the Australian Council of Prawn Fisheries, on behalf of our Victorian prawn fishers. This ensures Victoria is included in decisions on prawn fisheries Australia, while also promoting the importance of our Gippsland King and School prawn fisheries. We also engage as participants of the Love Australian Prawns campaign and have seen our local fisheries enter onto the map.

The Nature Conservancy

Through engagement of industry, as environmental stewards, in local communities and fishing resource discussions, it has become ever so clear that we have mutual visions to those of The Nature Conservancy (TNC). Therefore, in recent times SIV and TNC have been working cooperatively in the development of election priorities towards the 2018 election, and also in establishing a long-term working relationship to ensure sustainable, evidence-based decision-making is being implemented. We look forward to continuing this cooperation and thank TNC for the continued support.

Ongoing Research

Throughout 2017-18, SIV secured the Victorian Research Advisory Committee (VicRAC) support for a priority project to deliver a Valuation of the Victorian seafood industry. This project has started in early 2018, is being led by the University of Technology Sydney, and will assess the economic and social contribution of the Victorian fishing and aquaculture industry, including evaluating the downstream effects of seafood in the local economy.

Leadership Training Opportunities

Throughout 2017-18, SIV lead the approval and industry engagement in the VicRAC funded 'Catch the Drift' leadership program. Catch the Drift was expertly delivered by Affectus' Managing Director, Jill Briggs. The program saw 30 odd future industry leaders put through a 3-day leadership program and from feedback received the program was extremely well received, huge thanks to Jill and team.

SIV, in association with the Queensland Seafood Industry Association, WildCatch Fisheries SA, NSW Professional Fishermen's Association and the Western Australian Fishing Industry Council, secured almost \$300,000 for delivering an online intensive leadership program for future industry leaders. This work is currently underway and the program to be delivered is being developed through the Australian Maritime and Fisheries Academy (South Australia), with delivery to industry to begin in early-mid 2019.

Funding Update

The 2017-18 financial year was the first year of the new 2017-2020 Grant Agreement between SIV and the State of Victoria. SIV received \$548,692 of total income, which consists of licence and quota holder levies, member association contributions, income from projects we are managing and other streams, all ensuring our ability to represent and promote Victorian's seafood industry. As is evident in the financials, we recorded a \$52,629 loss in 2017-18, which was budgeted for. The Board approved the SIV Budget to run at a loss as there was a significant workload that we needed to deliver for industry in a challenging year. There was an increased need for engaging consultants, legal advice and other priorities in progressing the interests of industry.

The SIV Board, Finance and Audit Committee and SIV staff continue to provide the highest possible level of service within the limitations of our budget. We continue to receive monthly repayments from a case of theft from SIV many years ago, and while the income stream is not significant we will continue to ensure this money is recovered in full. In real terms, SIV's substantial funding base of fishing licence holders continues to decline, largely due to reductions in fishing licence numbers. We have strategies in place to seek other income streams to bolster SIV's ability to appropriately represent industry and we will report on these as they come to fruition.

In light of reduced funding, we often are challenged in matching delivery of stakeholders' expectations with resources available to SIV. However, it is not without these industry funds that consultation and representation can be undertaken as professionally and efficiently as they are today. SIV strives to progress relationships with industry and increase consultation and representation. I must also note the significant contribution made by our member associations to the operating budget of SIV, including our newer members. We are currently considering strategies to facilitate a closer relationship in representing the broader aquaculture industry into the future, including funding this sustainably.

With our renewed energy and delivery of the 2017-2022 SIV Strategy, including identifying co-funding and other opportunities there are avenues for turning around the budgeting restraints to ensure we continue to represent and showcase our fantastic industry for many years to come. This will in turn provide security to licence holders, but also create a value proposition for other companies and associations to in turn become united under the SIV banner. We look forward to reporting on some of these opportunities over the coming financial year.

Thank you

I take this opportunity to acknowledge and thank the SIV Board, who continue to provide an exceptional level of guidance and advice to the SIV Staff. In 2017-18, the Board has been exceptionally led by Mr Markus Nolle. Markus has provided the SIV Board and staff with direct, strong and high-level leadership, which assists us in our day to day work. Markus, I thank you particularly for your time, availability and leadership both as a sounding board for the SIV staff and in your representation of industry.

To SIV's small but dedicated team of part-time staff (Joeanne and Mark) thank you for your ongoing hard work and commitment to the organisation. We continue to deliver a massive workload for the benefit of industry, often going above and beyond to ensure success.

To our Member associations and Victorian fisheries entitlement holders I thank you for your continued support of SIV. It is an honour to work with all of you and the broader Victorian seafood industry as we manage this great sustainable, innovative and determined seafood industry for the benefit of all Victorians.

Finally, I urge you to consider how to best support SIV further the interests of Victoria's seafood industry in the year ahead. I ask industry to consider the following questions regarding the future and to contact SIV if there is anything that springs to mind so we can work to capture and deliver opportunities going forward:

- Are there things that SIV is planning on doing that you are interested in?
- Are there areas where SIV can help you with what you are already doing?
- Do you have ideas about things you would like to do but are not sure how to get started?
- Are there other partners that SIV could bring to the table to help get things started or move them along?

This will allow us all to work together for a better Victorian seafood future.

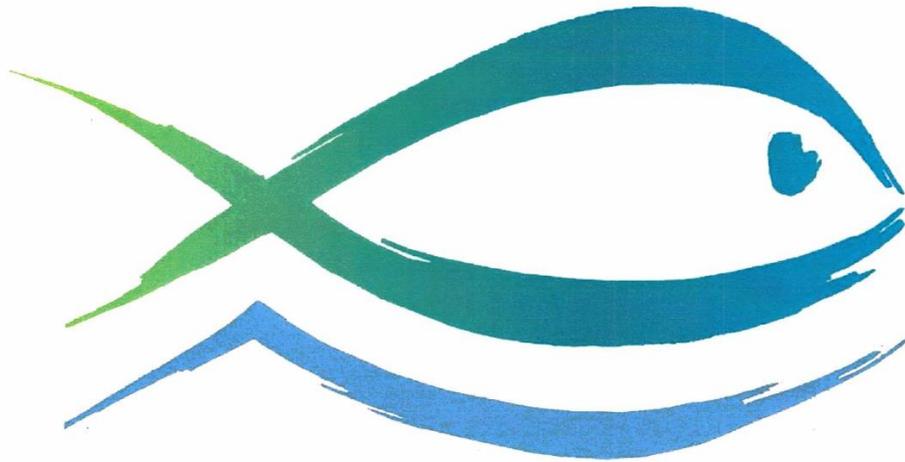
Thank you.

A handwritten signature in black ink, appearing to read "Johnathon Davey". The signature is fluid and cursive, with the first name being more prominent.

Johnathon Davey

Executive Director, SIV

FINANCIAL STATEMENTS



SEAFOOD INDUSTRY VICTORIA

fishing for the community

Seafood Industry Victoria Inc
ABN 57934776024
For the year ended 30 June 2018

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Committee's Report

Seafood Industry Victoria Inc For the year ended 30 June 2018

Committee's Report

Your committee members submit the financial report of Seafood Industry Victoria Inc for the financial year ended 30 June 2018.

Committee Members

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

Markus Nolle(Chairperson)	Lisle Elleway	Glenn Casement (to Sept 2017)
Johnathon Davey (Executive Director)	Wayne Cripps	Craig Fox
Geoff Ellis	Andrew Watts	Michael Hobson (from Oct 2017)
Gary Leonard	Tanya King (to Sept 2017)	Barbara Konstas (from Oct 2017)
Ed Meggitt	Michelle Hansen	Kate Brooks (from Oct 2017)

Principal Activities

The principal activities of the association during the financial year were to encourage and promote development of the Seafood Industry in Victoria

Significant Changes

No significant change in the nature of these activities occurred during the year.

Operating Result

The surplus/(loss) after providing for income tax for the financial year amounted to

Year ended	Year ended
30 June 2018	30 June 2017
\$	\$
(52,629)	(65,566)

Significant Changes in State of Affairs

There have been no significant changes in the state of affairs of the Association during the year.

Events After the Reporting Date

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

Future Developments and Results

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

Environmental Issues

The Association's operations are not regulated by any significant environmental regulations under a law of the Commonwealth or of a state or territory of Australia.

Indemnification and Insurance of Officers and Auditors

No indemnities have been given or insurance premiums paid, during or since the end of the financial year, for any person who is or has been an officer or auditor of Seafood Industries Victoria Incorporated.

Proceedings on Behalf of Company

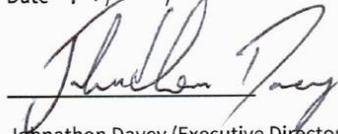
No person has applied for leave of court under Section 237 of the Corporations Act 2001 to bring proceedings on behalf of the Association or intervene in any proceedings to which the Association is a party for the purpose of taking responsibility on behalf of the Association for all or any part of those proceedings.

Signed in accordance with a resolution of the Members of the Committee on:



Markus Nolle (Chairperson)

Date 17, 10, 18



Johnathon Davey (Executive Director)

Date 17 10 18

Statement of Profit or Loss and Other Comprehensive Income

Seafood Industry Victoria Inc For the year ended 30 June 2018

	2018	2017
Income		
Revenue	548,692	414,843
Total Income	548,692	414,843
Gross Surplus		
	548,692	414,843
Expenditure		
Administration and Office Expenses	61,730	60,772
Communication Expenses	64,627	28,408
Events Cost	9,774	909
Meeting Cost	20,720	18,488
Payroll Expenses	204,941	255,303
Professional Expenses	49,991	30,841
FRDC Project	-	22,122
AIC Sub Committee	38,144	63,565
Minute Taking	770	-
DAWR Project Leadership Training - Expenses	121,722	-
AIC Donations	904	-
UTS Project Valuing Victoria's Wild-catch fisheries expenses	28,000	-
Total Expenditure	601,321	480,409
Profit / (Loss) for the year	(52,629)	(65,566)

The accompanying notes form part of these financial statements.

Statement of Financial Position

Seafood Industry Victoria Inc

As at 30 June 2018

	NOTES	30 JUN 2018	30 JUN 2017
Assets			
Current Assets			
Cash & Cash Equivalents	1	417,514	268,132
Trade and Other Receivables	2	33,966	29,451
Total Current Assets		451,480	297,583
Non-Current Assets			
Financial Assets			
Financial assets	3	190,734	186,570
Total Financial Assets		190,734	186,570
Total Non-Current Assets		190,734	186,570
Total Assets		642,214	484,153
Liabilities			
Current Liabilities			
Trade and Other Payables	5	26,157	28,123
Employee Entitlements	6	30,460	27,753
Total Current Liabilities		56,618	55,877
Total Liabilities		56,618	55,877
Net Assets		585,596	428,276
Member's Funds			
Capital Reserve			
Current Year Earnings		(52,629)	(65,566)
Retained Earnings		385,934	462,315
Reserves	7	252,291	31,527
Total Capital Reserve		585,596	428,276
Total Member's Funds		585,596	428,276

The accompanying notes form part of these financial statements.

Statement of Changes in Equity

Seafood Industry Victoria Inc For the year ended 30 June 2018

	2018	2017
Equity		
Opening Balance	428,276	493,842
Movement		
Deficit for the Period	(52,629)	(65,566)
Retained Earnings	(10,815)	(31,527)
Transfer to Reserves	4,315	31,527
Total Movement	(59,129)	(65,566)
Total Equity	369,147	428,276

The accompanying notes form part of these financial statements.

Statement of Cash Flows

Seafood Industry Victoria Inc For the year ended 30 June 2018

	2018	2017
Operating Activities		
Receipts from Customers	745,508	432,576
Payments to Suppliers and Employees	(600,580)	(468,824)
Interest Received	8,618	6,465
Total Cash Flows from Operating Activities	153,546	(29,783)
	2018	2017
Investing Activities		
Movement in Term Deposits	(4,164)	(14,050)
Total Investing Activities	(4,164)	(14,050)
	2018	2017
Net Cash Flows		
TOTAL	149,382	(43,833)
	2018	2017
Cash and Cash Equivalents		
Cash and Cash Equivalents at beginning of period	268,132	311,965
Cash and Cash Equivalents at end of period	417,514	268,132
	2018	2017
Net change in cash for period		
TOTAL	149,382	(43,833)

Notes of the Financial Statements

Seafood Industry Victoria Inc For the year ended 30 June 2018

Summary of Significant Accounting Policies

The financial statements are special purpose financial statements prepared in order to satisfy the financial reporting requirements of the Associations Incorporation Reform Act 2012. The committee has determined that the association is not a reporting entity.

The financial statements have been prepared in accordance with the recognition and measurement requirements of the Australian Accounting Standards and Accounting Interpretations, and the disclosure requirements of AASB 101 Presentation of Financial Statements, AASB 107 Statement of Cash Flows, AASB 108 Accounting Policies, Changes in Accounting Estimates and Errors and AASB 1054 Australian Additional Disclosures.

The financial statements have been prepared on an accruals basis and are based on historic costs and do not take into account changing money values or, except where stated specifically, current valuations of non-current assets.

The following significant accounting policies, which are consistent with the previous period unless stated otherwise, have been adopted in the preparation of these financial statements.

Income Tax

In the opinion of the Committee, the Association is exempt from Income Tax under Division 50 of the Income Tax Assessment Act 1997.

Property, Plant and Equipment (PPE)

Leasehold improvements and office equipment are carried at cost less, where applicable, any accumulated depreciation.

The depreciable amount of all PPE is depreciated over the useful lives of the assets to the association commencing from the time the asset is held ready for use.

Leasehold improvements are amortised over the shorter of either the unexpired period of the lease or the estimated useful lives of the improvements.

Employee Provisions

Provision is made for the association's liability for employee benefits arising from services rendered by employees to the end of the reporting period. Employee provisions have been measured at the amounts expected to be paid when the liability is settled.

Provisions

Provisions are recognised when the association has a legal or constructive obligation, as a result of past events, for which it is probable that an outflow of economic benefits will result and that outflow can be reliably measured. Provisions are measured at the best estimate of the amounts required to settle the obligation at the end of the reporting period.

Cash and Cash Equivalents

Cash on hand includes cash on hand, deposits held at call with banks, and other short-term highly liquid investments with original maturities of three months or less.

Revenue and Other Income

Revenue is measured at the fair value of the consideration received or receivable after taking into account any trade discounts and volume rebates allowed. For this purpose, deferred consideration is not discounted to present values when recognising revenue.

Interest revenue is recognised using the effective interest method, which for floating rate financial assets is the rate inherent in the instrument. Dividend revenue is recognised when the right to receive a dividend has been established.

Grant and donation income is recognised when the entity obtains control over the funds, which is generally at the time of receipt.

If conditions are attached to the grant that must be satisfied before the association is eligible to receive the contribution, recognition of the grant as revenue will be deferred until those conditions are satisfied.

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

Leases

Lease payments for 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.

Goods and Services Tax (GST)

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Australian Taxation Office (ATO). Receivable and payables are stated inclusive of the amount of GST receivable or payable. The net amount of GST recoverable from, or payable to, the ATO is included with other receivables or payables in the assets and liabilities statement.

Adoption of New and Revised Accounting Standards

The Association has adopted all standards which became effective for the first time at 30 June 2018, the adoption of these standards has not caused any material adjustments to the reported financial position, performance or cash flow of the Association

New Accounting Standards and Interpretations

The AASB has issued new and amended Accounting Standards and Interpretations that have mandatory application dates for future reporting periods. The Association has decided not to early adopt these Standards. The following table summarises those future requirements, and their impact on the Association where the standard is relevant:

Standard Name	Effective Date for entity	Requirements	Impacts
AASB 9 Financial Instruments and amending standards AASB 2010-7/ AASB 2012-6/ AASB 2013-9/ AASB 2014-1/ AASB 2014-7/ AASB 2014-8	30 June 2019	Significant revisions to the classification and measurement of financial assets, reducing the number of categories and simplifying the measurement choices, including the removal of impairment testing of the assets measured at fair value. The amortised cost model is available for debt assets meeting both business model and cash flow characteristics tests. All investments in equity instruments using AASB 9 are to be measured at fair value.	The impact on the reported financial position and performance has not yet been determined.
AASB 15 Revenue from contracts with customers and amending standards AASB 2014-5	30 June 2019	AASB 15 introduces a five step process for revenue recognition with the core principle of the new Standard being for entities to recognise revenue to depict the transfer of goods or services to customers in amounts that reflect the consideration (that is, payment) to which the entity expects to be entitled in exchange for those goods or services	The impact on the reported financial position and performance has not yet been determined.
AASB 16 Leases	30 June 2020	AASB 16 will cause the majority of leases of an entity to be brought onto the statement of financial position. There are limited exceptions relating to short-term leases and low value assets which may remain off-balance sheet. The calculation of the lease liability will take into account appropriate discount rates, assumptions about lease term and increases in lease payments. A corresponding right to use asset will be recognised which will be amortised over the term of the lease. Rent expense will no longer be shown, the profit and loss impact of the leases will be through amortisation and interest charges.	The impact on the reported financial position and performance has not yet been determined.

2018 2017

1. Cash and Cash Equivalents

Bank accounts		
Bendigo - SIV SL 159689165	3,504	-
Bendigo - AIC 131516841	7,335	13,959
Bendigo - SIV 131516775	406,599	254,126
Total Bank accounts	417,438	268,085
Cash on hand		
Petty Cash	76	47
Total Cash on hand	76	47
Total Cash and Cash Equivalents	417,514	268,132

* Seafood Industry Vic Inc. has cash assets of \$48,157 (2017 : \$53,897) at year end relating to the AIC sub-committee that are subject to restrictions

	2018	2017
2. Trade and Other Receivables		
Trade Receivables		
Accounts Receivable	7,922	13,222
Provision for doubtful debts	(1,470)	(720)
Total Trade Receivables	6,452	12,502
Other Receivables		
Interest Receivable	1,562	1,634
Total Other Receivables	1,562	1,634
Prepayments		
Prepayments	9,846	11,796
Total Prepayments	9,846	11,796
Rental Bond		
Rental Bond	2,500	2,500
Total Rental Bond	2,500	2,500
GST		
GST	13,605	1,020
Total GST	13,605	1,020
Total Trade and Other Receivables	33,966	29,451
	2018	2017

3. Financial Assets		
Term Deposit AIC 148149040	40,822	39,938
Term Deposit 2.1% 154626477	149,912	146,632
Total Financial Assets	190,734	186,570
	2018	2017

4. Plant & Equipment, Vehicles		
Plant & Equipment		
Plant and equipment at cost	33,089	33,089
Accumulated depreciation of plant and equipment	(33,089)	(33,089)
Total Plant & Equipment	-	-
Total Plant & Equipment, Vehicles	-	-
	2018	2017

5. Trade & Other Payables		
Trade Payables		
Accounts Payable	22,525	25,714
Total Trade Payables	22,525	25,714
Other Payables		
Bendigo Business Mastercard	309	2,409

Notes of the Financial Statements

PAYG Tax Payable	3,324	-
Total Other Payables	3,633	2,409
Total Trade & Other Payables	26,158	28,123
	2018	2017

6. Employee Entitlements

Employee entitlements (wages, annual leave, etc)		
Superannuation Payable	1,198	1,608
Prov for Annual Leave	17,925	14,674
Prov for Long Service Leave	11,337	11,471
Total Employee entitlements (wages, annual leave, etc)	30,460	27,753
Total Employee Entitlements	30,460	27,753
	2018	2017

7. Reserves

Lattice Project Puerulus - Reserve	100,000	-
DAWR Project Leadership Training - Reserve	116,449	-
SIV Fighting Fund Reserve	8,342	4,027
AIC Strategic Reserve	27,500	27,500
Total Reserves	252,291	31,527
	2018	2017

8. Auditors Remuneration

Remuneration of the auditor of the association for :	-	-
- Auditing last year's financial report	3,800	3,620
	2018	2017

9. Leasing Commitments

Operating Lease Commitments - Rental Property	-	-
Payable - minimum lease payments	-	-
- no later than 12 months	-	18,566
- between 12 months and 5 years	-	-
- greater than 5 years	-	-
Total Leasing Commitments	-	18,566

The property lease is non-cancellable with a five year term with rent payable monthly in advance. Contingent rental provisions within the lease agreement requires minimum lease payments to be increased by CPI. An option exists to renew the lease at end of the five year term for a further period of five years. The lease allows for the sub-letting of all leased areas. The current lease expired in January 2018 and has not been renewed, now on a month to month tenancy.

	2018	2017
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10. Related Party Transactions

Remuneration paid to Lighthouse Systems Pty Ltd Atf the Nolle Family Trust, an entity controlled by the Chairman Markus Nolle	10,000	10,000
Total Related Party Transactions	10,000	10,000

11. Contingencies

In the opinion of those charged with governance, the Association did not have any contingencies at 30 June 2018 (30 June 2017 : None)

12. Cash Flow Information

(a) Reconciliation of net income to net cash provided by (used in) operating activities :

	2018	2017
Reconciliation of net income to net cash provided by (used in) operating activities :		
Profit/(loss) for the year	(52,629)	(65,566)
Non cash flows in loss :	-	-
- Depreciation	-	-
Changes in assets and liabilities :	-	-
- (increase)/decrease in trade and other receivables	(4,515)	24,198
- increase/(decrease) in reserves	209,949	-
- increase/(decrease) in trade and other payables	(1,966)	17,809
- increase/(decrease) in provisions	2,707	(6,224)
Cashflows from (used in) operations	153,546	(29,783)

13. Events after the end of the Reporting Period

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

14. Statutory Information

The registered office of the association is:

Seafood Industries Victoria Incorporated

Office 14, 133 Kensington Road, West Melbourne, VIC 3003

Certificate By Members of the Committee

Seafood Industry Victoria Inc For the year ended 30 June 2018

I, Markus Nolle (Chairperson) of Office 14,133 Kensington Road,West Melbourne,VIC,3003, and I, Johnathon Davey (Executive Director) of Office 14, 133 Kensington Road, West Melbourne, VIC, 3003 certify that:

1. We will attend the annual general meeting of the association to be held on 22 / 10 / 2018.
2. The financial statements for the year ended 30 June 2018 will be submitted to the members of the association at its annual general meeting.



Markus Nolle (Chairperson)

Date 17/10/18



Johnathon Davey (Executive Director)

Date 17/10/18

INDEPENDENT AUDITOR'S REPORT



INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF SEAFOOD INDUSTRY VICTORIA INC.

Report on the Financial Report

We have audited the financial report, being a special purpose financial report, of Seafood Industry Victoria Inc., which comprises the statement of financial position as at 30 June 2018, the statement of profit or loss and other comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies, other explanatory information and the statement by the finance committee.

In our opinion the financial report presents fairly, in all material respects, the financial position of Seafood Industry Victoria Inc. as at 30 June 2018 and of its financial performance and its cash flows for the year then ended in accordance with the accounting policies described in Note 1 to the financial statements.

Basis for opinion

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

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

Emphasis of matter regarding basis of accounting

Without modifying our opinion, we draw attention to Note 1 to the financial report, which describes the basis of accounting. The financial report is prepared to assist Seafood Industry Victoria Inc. to comply with the financial reporting provisions of the Association Incorporation Reform Act 2012. As a result, the financial report may not be suitable for another purpose. Our opinion is not modified in respect of this matter.

Responsibilities of Committee Members' for the Financial Report

The committee members are responsible for the preparation and fair presentation of the financial report in accordance with Australian Accounting Standards, and for such internal control as management determines is necessary to enable the preparation of the financial report that is free from material misstatement, whether due to fraud or error.

In preparing the financial report, committee members are 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 management either intends to liquidate the Association or to cease operations, or has no realistic alternative but to do so.

Those committee members are responsible for overseeing the Association's financial reporting process.

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INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF SEAFOOD INDUSTRY VICTORIA INC. (cont)

Auditor's responsibility 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 judgment 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 Entity's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by those charged with governance.
- Conclude on the appropriateness of the directors' 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 Entity'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 Entity 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 those charged with governance 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.

Nexia

**Nexia Melbourne Audit Pty Ltd
Melbourne**

Date: 18th October 2018

A. Wehrens

**Andrew S. Wehrens FCA
Director**

MEMBER ASSOCIATIONS

<p>Abalone Victoria (Central zone) Neil MacGuffie email: neil@abalonevictoria.com.au</p> <p>Apollo Bay Fishermen's Co-op Alan Nicholls email: info@apollobayfishcoop.com.au</p> <p>East Gippsland Estuarine Fishermen's Association Arthur Allen email: dianneallen57@gmail.com</p> <p>Eastern Victorian Sea Urchin Divers Association John Minehan email: john.minehan@gmail.com</p> <p>Eastern Zone Abalone Industry Association Geoff Ellis email: geoffellis01@gmail.com</p> <p>Hearn Fishing Industries Pty Ltd John Hearn email: admin@allfreshseafood.com.au</p> <p>Lakes Entrance Fishermen's Co-op Brad Duncan email: lefc0l@lefc0l.com.au</p> <p>Melbourne Seafood Centre Barbara Konstas email: b.konstas@melbourneseafoodcentre.com.au</p> <p>Port Franklin Fishermen's Association Brett Cripps email: crippses05@gmail.com</p>	<p>Portland Professional Fishermen's Association Andrew Levings email: alevings1@gmail.com</p> <p>San Remo Fishermen's Co-op Paul Mannix email: info@srfco.com.au</p> <p>Victorian Abalone Processors Association David Tonkin email: woodmn01@tpg.com.au</p> <p>Victorian Bay & Inlet Fisheries Association Gary Leonard email: gm.leonard@southernphone.com.au</p> <p>Victorian Fish & Food Marketing Association Brian Bateman email: brianb@bigblue.net.au</p> <p>Victorian Rock Lobster Association Markus Nolle email: vrla.email@gmail.com</p> <p>Victorian Trout Association Ed Meggitt email: qrtem@virtual.net.au</p> <p>Western Abalone Diver's Association Harry Peeters email: wada@pipeline.com.au</p> <p>Abalone Industry Committee 133 Kensington Rd, West Melbourne VIC 3003</p>
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COMPANY INFORMATION

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