

Notes	31 December 2017 Six Months	30 June 2017	30 June 2016	30 June 2015	30 June 2014	30 June 2013	30 June 2012	30 June 2011	30 June 2010	30 June 2009	30 June 2008
Staff & Related Costs	3 097 966	6 279 634	5 137 069	4 282 350	3 131 076	2 398 864	2 023 171	1 898 869	1 919 115	2 175 267	2 219 002
Directors Fees	256 704	482 913	379 041	373 306	335 311	407 734	403 742	398 949	372 897	284 891	228 000
Total Employment Costs	3 354 670	6 762 547	5 516 110	4 655 656	3 466 387	2 806 598	2 426 913	2 297 818	2 292 012	2 460 158	2 447 002
Travel Accom & Meals	427 482	317 379	311 801	296 976	287 306	224 304	284 415	285 440	302 600	375 020	320 683
Government Charges	310 954	324 642	346 310	456 655	412 935	484 072	231 632	251 919	157 389	151 333	167 121
Legal fees	85 251	140 612	356 232	77 161	165 462	120 477	149 328	110 081	151 572	472 005	141 828
Audit	106 632	141 090	318 513	81 388	136 717	77 084	147 147	97 607	87 595	84 062	52 800
Tax	219 263	356 962	197 505	134 320	107 897	90 861	62 483	50 995	88 216	42 638	111 089
Website development	73 036	100 355	101 585	64 428	192 036	38 765	185 258	0	0	0	0
HIP Merger costs	0	(389 000)	(339 829)	400 957	1 467 361	0	0	0	0	0	0
Other professional fees	118 432	117 393	351 827	63 111	35 970	113 727	214 470	181 682	169 623	351 035	118 585
Total Professional Services	602 614	476 412	985 833	821 365	2 105 443	440 914	758 686	440 365	497 006	949 740	424 302
Member communications	87 702	352 627	581 239	550 251	460 880	486 016	165 152	265 524	311 973	661 366	825 807
Advertising / Brand	17 114	218 805	1 020 183	270 503	192 314	159 312	194 494	140 727	114 383	108 213	152 789
Direct Marketing Through Associations	962 997	874 311	1 107 851	903 970	511 701	523 418	512 069	517 314	473 612	520 103	538 482
Other promotional expenses	46 354	87 904	60 777	142 019	100 573	123 303	97 002	20 242	27 861	132 251	54 214
Total Promotions & Public Relations	1 114 167	1 533 647	2 770 050	1 866 743	1 265 468	1 292 049	968 717	943 807	927 829	1 421 933	1 571 292
Premises & Occupancy	303 307	474 004	379 714	361 041	216 525	181 630	191 952	216 531	179 118	183 362	187 107
Furniture Equipment & Service	144 245	283 720	225 039	189 384	42 986	33 382	58 589	46 539	70 793	27 240	32 160
ASFA Fees	0	24 627	23 680	22 070	38 456	0	18 040	17 490	16 500	16 500	16 500
Rating's Agencies Fees	13 063	123 983	60 616	76 814	14 107	16 820	16 170	29 370	30 578	0	0
Financial planning fees and licensing	112 518	172 191	62 732	29 273	166 373	159 206	86 168	29 700	12 750	15 000	114 636
IT Services	24 657	44 078	30 827	25 080	42 120	29 940	25 264	55 360	92 024	33 514	10 018
Other Expenses	68 928	117 906	177 473	130 341	94 053	107 593	62 962	78 068	119 385	260 112	40 589
General Expenses	219 166	482 785	355 328	283 578	355 109	313 559	208 604	209 988	271 237	325 126	181 743
Trustee Insurance and other financials	0	167 683	166 115	148 490	150 578	108 031	125 110	110 309	123 663	104 589	94 419
Total of these Expenses	6 476 605	10 822 818	11 056 300	9 079 888	8 302 737	5 884 539	5 254 618	4 802 716	4 821 647	5 998 501	5 425 829
Funds under management	3 716 279 000	3 510 534 000	3 090 410 000	2 884 982 000	2 536 520 000	1 520 010 000	1 263 880 000	1 193 623 000	1 034 631 000	944 130 000	1 055 593 000
Directors Fees:											
Paid to Independents	195 804	361 113	271 491	253 206	240 330	297 541	295 592	295 949	305 397	239 891	193 000
Paid to Union Nominated Directors	0	0	3 270	6 000	4 348	0	0	0	0	0	0
Paid to Union	30 450	60 900	44 280	54 000	39 133	58 693	56 650	51 500	22 500	0	0
Paid to Employer Nominated Director	30 450	60 900	60 000	60 000	51 500	51 500	51 500	51 500	45 000	45 000	35 000
Paid to Employer Organisations	0	0	0	0	0	0	0	0	0	0	0
Total Directors Fees	256 704	482 913	379 041	373 306	335 311	407 734	403 742	398 949	372 897	284 891	228 000
Number of Directors	7	7	7	7	6	7	8	8	8	7	7
Direct Marketing Through Associations:											
Paid to AWU	0	34 180	40 450	35 210	36 100	36 270	35 000	0	0	0	0
Paid to NFF	114 950	16 981	252 250	12 278	12 500	2 090	33 000	0	27 955	30 000	30 000
NFF Project	0	0	104 500	104 500	0	0	0	0	0	0	0
Other Farming Associations	40 700	105 520	114 950	141 843	126 200	228 948	134 123	193 435	226 634	310 000	207 320
Lifeline	0	135 850	148 850	135 850	135 850	135 850	143 000	163 000	143 000	125 000	125 000
Aged Care Associations	0	78 557	36 924	25 852	0	0	0	0	0	0	0
Aust Rural Leadership Foundation	10 450	52 250	104 500	104 500	0	0	0	0	0	0	0
Awards Australia	132 798	82 816	170 073	161 350	167 670	52 484	90 338	80 712	50 600	0	0
Recruitment Industry Association	647 500	271 700	0	0	0	0	0	0	0	0	0
Other Associations Payments	16 599	96 457	135 354	182 587	33 381	67 776	76 608	80 167	25 423	55 103	176 162
Total Partnership expenses	962 997	874 311	1 107 851	903 970	511 701	523 418	512 069	517 314	473 612	520 103	538 482

Notes

- Other professional fees for 30 June 2017 of \$351 827 includes an amount of \$315 544 relating to the amortisation of a previously capitalised expense that was written off in that year.
- Other professional fees for 30 June 2012 and earlier years includes amounts paid in relation to the secondment of legal professionals to fill the role of Compliance Officer to the Fund in periods where the role was vacant due to staff departure and maternity leave.
- Other promotional expenses includes items such as member research projects promotional material and other ancillary promotional expenses.
- Other associations payments includes payments relating to one off or smaller events and relationships with a broad range of opportunities. It includes such things as promotion at a country show sponsorship at a sports shear event employee awards at major employers etc. Individual amounts are typically less than \$5 000.