

# Annual Report

2016  
— 17

Australian Association of  
Massage Therapists Limited



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# About AAMT—

AAMT rebranded as Massage & Myotherapy Australia on 1 September 2016. However, as the company name is the Australian Association of Massage Therapists Limited, this report refers to 'AAMT' throughout.

## Our Mission

To lead and support our diverse membership towards excellence in practice

## Objectives

The objectives of the AAMT are to ensure a high standard of practice, promote the profession of massage, provide rules of conduct, ethics and standards and to ensure the quality and delivery of massage training in Australia.

## AAMT's Story

Throughout our 14 year history, AAMT has been a dynamic organisation, growing, adapting and evolving to serve its members, the profession and the community. The Australian Association of Massage Therapists Limited (AAMT) is the peak representative body for massage therapists in Australia and was formed following the amalgamation of five major Australian massage associations in 2003.

## Serving our Recognised Members

AAMT represents over 8,400 members. AAMT is a self-regulating membership organisation which advocates high standards of ethical and professional practice among its members. These standards are initially achieved by recognising individual practitioners for membership who hold formal qualifications that are defined by the Australian Qualifications Framework and supported by the Health Training Package.

## Serving the Public

AAMT provides a free referral service for the public to ensure they receive the best possible treatment and care. AAMT certifies massage therapists on behalf of the profession for the benefit of consumers, health fund providers and employers.

## Our Organisation

AAMT is a public company limited by guarantee. It was incorporated in 2003 under the Corporations Act 2001 (Cth).

AAMT operates on a not-for-profit basis, and has gained financial stability over the last 14 years, totally funding its own operations without any borrowings. Favourable financial outcomes have provided the AAMT management with resources to sustain and provide value added activities and benefits for its geographically and demographically diverse members. This annual report provides comprehensive details of AAMT's outcome of operations based on sustainable and responsible business.

# Primary Services for Members—

## Health Fund Provider Status

Health insurance funds accept AAMT members as providers to enable their clients to access rebates.

## Lobbying

AAMT strives to advance the profile and recognition of members with governments at Federal, state and territorial levels and to liaise with health insurance funds.

## Continuing Professional Education (CPE)

Members are offered hands-on workshops, online webinars, online courses and an annual conference to provide ongoing continuing professional education. Courses or workshops offered by AAMT Accredited Providers are also recognised for CPE.

## Insurance

AAMT members are able to obtain Combined Malpractice & Public Liability Insurance at a significantly reduced price because of a negotiated agreement with our preferred provider of insurance, Aon Risk Services Australia Limited.

## WorkCover

Remedial Massage Therapist members are entitled to register with WorkCover as a provider in most states and territories.

## Journal

Members are kept informed of the latest industry news through its quarterly journal.

## E-Newsletter

AAMT's E-Newsletter is sent to members each month with their membership details and other useful information and links to resources.

## Website

Featuring 'Members Only' the website carries a range of information for both the public and members. The 'Australian massage directory' connects the public with accredited massage therapists across various massage disciplines based on suburb or postcode.

The website also provides the facility for registering for new membership, CPE events, online courses, shopping cart and updating of member details.

Online payments through the website are safe and secured by SSL certificate issued by GoDaddy.

## Member Benefits

Offers a range of products at exclusively negotiated prices aimed at benefiting AAMT members, their families and business.

## Divisions of Membership

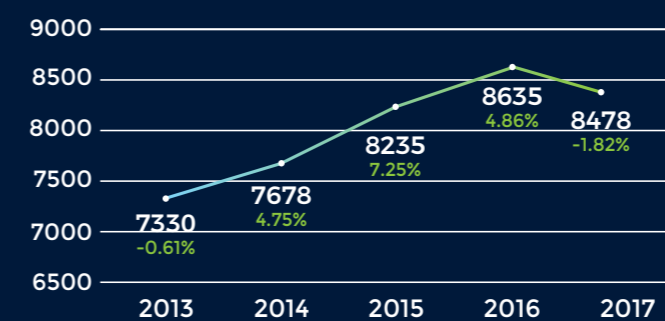
Membership of the Association is divided into geographical regions based on the state or territory in which a member has their principal place of business. The current divisions are as follows:

- Victoria
- New South Wales and Australian Capital Territory
- South Australia and Northern Territory
- Western Australia
- Queensland
- Tasmania

## Membership Figures as of 30/06/2017:

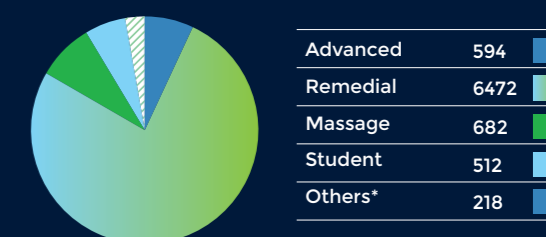
CATEGORY	DIVISION						Total
	VIC	QLD	NSW	SA	WA	TAS	
Advanced	479	54	47	6	7	1	594
Remedial	2378	1703	872	613	673	233	6472
Massage	291	177	96	53	39	26	682
Student	323	71	33	23	58	4	512
Others*	101	43	32	17	20	5	218
<b>Total</b>	<b>3572</b>	<b>2048</b>	<b>1080</b>	<b>712</b>	<b>797</b>	<b>269</b>	<b>8478</b>

## Membership Figures Table for 5 Years

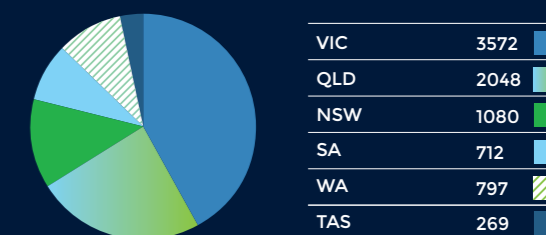


## Membership by Category 2017

Others\* include Members on Leave of Absence, Affiliates, Academic, Retiring and Life Members

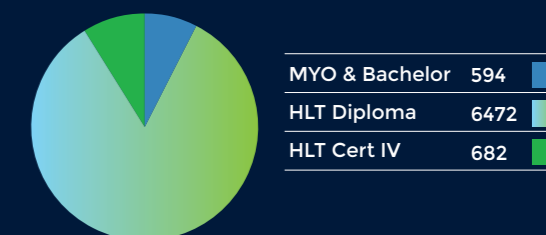


## Membership by Division 2017



## Membership by Qualifications

Does not include the qualifications of Students, Affiliates, Academic & Retired Members



# Highlights & Summary 2017—

Key Financial Data	2017 (\$)	2016 (\$)
Total Income	2,243,260	2,388,437
Total Expenses	(2,468,690)	(2,384,626)
Net Profit before Tax	(225,430)	3,811
Income Tax	0	(8872)
Net Profit after Tax	(225,430)	(5,061)
Total Assets	2,409,613	2,581,614
Total Net Assets	1,352,048	1,577,478

Key Ratios	2017 (\$)	2016 (\$)
Return on Total Assets	-9.36%	0.15%
Current Ratio	2.37	2.65

## Other Highlights:

- 85.87% member retention
- Auditor training by Certex an independent agency for the certification program
- 150,236 Unique Visitors to our website [massagemyotherapy.com.au](http://massagemyotherapy.com.au)
- 231,888 Number of visits to our website [massagemyotherapy.com.au](http://massagemyotherapy.com.au)
- Successfully passed all private health insurance fund audit requirements

## Challenges for 2018:

- Extending membership services that are flexible within limited budgets
- The changing nature of the government, ministers and health fund policies
- The changing nature of the education environment and student loan systems
- Meeting the expectations of the public around health providers
- Meeting the needs of a geographically, demographically and diversely trained membership
- Ensure that the IT cloud service providers are PCI DSS compliant to protect members data

## Key Metrics

Key Metrics	2013	2014	2015	2016	2017
No of Members	7330	7678	8235	8635	8478
Membership Growth (Annual)	-0.61%	4.75%	7.25%	4.86%	-1.82%
Membership Retention (Annual)	86.71%	89.99%	91.38%	88.66%	85.87%

Revenue Sources	2013	2014	2015	2016	2017
Membership	70.93%	70.75%	73.01%	72.34%	71.03%
Continuous Professional Development	6.41%	5.93%	5.58%	5.26%	3.15%
Corporate Sponsorship	7.28%	6.74%	6.82%	7.84%	8.59%
Annual Conference	8.89%	9.56%	7.47%	8.15%	10.61%



## Committees of the Board of Directors—

The AAMT Board of Directors have formed the following committees to assist it in achieving its Strategic Plans and goals. Each committee is comprised of Directors from the Board and seconded persons with skills that enhance each committee’s ability. All committees meet a minimum of four times a year.

### Executive Committee

The Executive Committee is a team made up of the Board Directors working closely with the CEO to ensure that the company is compliant with all its legal responsibilities and may be called upon to make decisions in time of crisis. It is also responsible for management performance and management succession.

### Audit & Risk Committee

The Audit and Risk Committee reviews the financial direction of the Association and recommends to the Board initiatives that ensure the finances and financial processes are appropriate for the purposes of the Association.

### Education Committee

The Education Committee determines and provides the Association’s input to the review of

the Health Training Package by the Community Services & Health Industry Skills Council. It approves applications for accreditation of providers of Continuing Professional Education courses. It also develops and advocates policy and position papers for submission to governments, statutory authorities and the community.

### Conference Committee

The Conference Committee formulates the technical direction of the National conference, selects speakers and presenters, and ensures the efficient and smooth conduct of the conference.

### Ethics Committee

The Ethics Committee meets when necessary, to hear complaints against members for breach of the Code of Ethics and Standards of Practice. It also promulgates policy and procedures for ethical conduct of members. See Separate Report.

## Ethics Committee—

The Ethics Committee may also refer certain cases for investigation to authorised bodies where it believes a criminal offence may have been committed. Serious complaints made against members involving criminal conduct are referred to the police for investigation.

The Ethics Committee has a role to monitor ethical matters as they appear in the Ethics Register in order to provide advice on amendments to training and information to members.

The Ethics Committee can hear complaints from the public and from members. It has the power to conduct investigations into complaints as a disciplinary instrument and to impose sanctions as necessary, including suspension and revocation of membership. AAMT can only investigate complaints about practitioners who are members of the association.

The Ethics Committee’s focus this year continued to be the development and release of Position Papers, Policies and Guidelines to assist members in their practice. These publications are available to all members and are supported with ongoing education and information from AAMT.

The costs to members in managing ethical complaints are part of the ongoing costs of the Association and include legal fees, committee meeting costs and investigation costs.

### Summary of Ethics cases for the Financial Year ending June 30 2017

Division	2017	2016	Matter
New South Wales	3	1	Professional Misconduct
New South Wales	1	0	Unprofessional Conduct
New South Wales	9	0	Notifiable Conduct
ACT	1	1	Unprofessional Conduct
Queensland	4	3	Unprofessional Conduct
Queensland	8	0	Notifiable Conduct
South Australia	1	0	Notifiable Conduct
NT	0	1	Professional Misconduct
Victoria	1	3	Unprofessional Conduct
Victoria	7	3	Notifiable Conduct
Victoria	3	2	Professional Misconduct
WA	1	0	Professional Misconduct
WA	2	0	Notifiable Conduct

# President's Report—

On behalf of the Massage & Myotherapy Australia Board, I present to you the annual report for the 2016-2017 financial year. Ultimately, the mission of the Association is to support professional therapists towards excellence in practice.

Therefore, while at first glance, the bottom line in this financial report may appear considerably different than past reports, this is because, on recommendation from our auditors and financial advisers, the Board agreed to invest some reserves into improving and increasing services for the members.

There are a number of projects in which Massage & Myotherapy Australia has invested, including the National Certification Program, increasing online educational opportunities and the soon-to-be-launched updated website and massage directory to address education shortages in regional areas. Massage & Myotherapy Australia has invested in a national promotional campaign, the biggest campaign in the history of our Association. Collectively we have all worked hard to create a solid membership of well qualified and highly professional therapists. Now it is time to tell the nation where to find professional therapists.

The expansion of the Association and services is multi-faceted, ensuring it remains relevant and proactive. As such, we have strengthened our relationships built with government and health entities through solid, factual consultation. Massage & Myotherapy Australia has become the 'go-to' Association, providing sound commentary for the industry.

The Association has certainly matured over the past 13 years. The Board have shown great foresight realising when it is time to change and embrace the future. Operating under a new brand – Massage & Myotherapy Australia – embracing new qualifications in the industry, and creating an inclusive health focus will take the next Board and Strategic Plan into the future.

Longevity creates stability, and stability is crucial to the Board's and Association's success. I was first elected to the Board in 2007 and



served to 2011. After one year off the Board, I was re-appointed in 2012, and then in 2014 the Board elected me as National President. Over this time, I have had the privilege of working alongside some very committed and professional individuals from within and external to the industry. This has brought strategy, focus and professionalism to the Board. I thank all Board Directors, past and present, whose collective efforts have created this thriving and successful Association. I also thank all the staff whose dedication is greatly appreciated. It has been an education and a delight to work closely with our Chief Executive Officer Tricia Hughes, whose commitment and professionalism has been a guiding light.

I will continue to provide support to the incumbent President, to be appointed after the November Annual General Meeting as Immediate Past President over the next year. This will ensure momentum and stability is maintained throughout the handover period.

On behalf of the Board, I also thank our Ambassadors volunteering their time across the country. Their support is paramount for the ongoing success of our CPE events.

Yours in health,

Paul McCann MAICD

# CEO's Report—

It was a challenging year on the revenue front, but the cost outcomes from Massage & Myotherapy Australia research and development into new services, events and member promotion will pay off in the coming years. In some cases, the pay off will be even greater than anticipated.

Apart from the unplanned costs associated with dealing with social media trolling and ethical cases, major expenses and regular company costs have either been stable or reduced. The impact to our bottom line was significant, but if the profession is to move forward, Massage & Myotherapy Australia must invest in its membership credibility and profile – and to do that you need to spend reserve funds not operating costs.

In fact, the recommendation to relax our reserves came from our auditor and the fruit borne from the investment in the last 12 months will be plentiful. Considering that external factors have affected membership growth due to the date changes in therapists graduating from the Colleges, the Association still holds a break-even growth rate and a retention rate of 85%. Leave of absence has increased, with more female members taking time off for family duties.

In the last financial year, Massage & Myotherapy Australia has proactively worked with members to provide alternative services and to swiftly resolve the effects of health fund changes. The support shown to Massage & Myotherapy Australia in implementing change has been very encouraging and I sincerely thank our members for their understanding and continued support of the re-brand.

With changes in technology, Massage & Myotherapy Australia operating arrangements were redesigned during the year to fully exploit the benefits of the Cloud and the advantages of creating new services – currently being finalised at the time of this report. The aim has been to be responsive to opportunities in the online world, bringing convenience, speed of service and increased education opportunities for members that are flexible to suit busy practitioners.



The performance of our continued program for quality assurance for the public continues through the finalisation of the Certification Program and also through removing members who refuse to commit to maintain the basic standards of First Aid and insurance. Consolidation of our website, public member directory and member support pages will provide an easier navigation experience and better operating performance, providing both members and public an informative resource.

Change always has its challenges, including costs and disruption as we move away from the familiar, safe, well fenced past roles of other Associations. However, the changes in place are to ensure that your Association remains focused on the needs of and engagement with the members by exploring new, wider and unpredictable frontiers and keeping Massage & Myotherapy Australia relevant and ahead of the field as we move towards 2020.

Tricia Hughes  
BA (Soc Sci), Dip HR Management,  
Dip Quality Audit, Cert Gov, Cert Govt  
Investigations, Company Secretary

Chief Executive Officer  
Company Secretary



# Corporate Social Responsibility—

## The vision of Massage & Myotherapy Australia is to be the Leader of the Australian massage industry and to be an organisation of choice for massage and myotherapy practitioners in Australia.

Our commitment is to uphold, promote and ensure the highest quality of standards in the field of massage, remedial and myotherapy and to serve as a valuable resource for both professional Massage Therapists, Myotherapists, Allied Health providers and the general public. The association aims to achieve this by implementing the four key strategies of Education, Profile, Regulation and Technology within the industry as adopted by the Board in November 2013.

The Association recognises the interdependence of financial returns, social benefits and environmental impact in achieving this vision. Massage & Myotherapy Australia always strives to create sustainable value for all members, the industry, employees, business partners and the communities we serve. Sustainability and corporate social responsibility are integral to the way we do business.

### Environment

Our impact on the environment is relatively low because we are an office based organisation. We are committed to ensuring that we reduce the environmental impact of our operations where possible. This is done through the following strategies;

### Electricity usage

Electricity usage during the year increased by 53.98% due to moving to a new and bigger office. However, the power consumed was fully carbon emissions offset by Powershop using the Certified Emissions Reduction Units to achieve carbon neutrality. The energy usage is certified 100% carbon neutral under the Australian Government's carbon neutral program. 13 tonnes of carbon was offset from November 16 to June 17. During the reporting period, the total electricity consumption was 17,597 kWhs. The electricity consumption for the period ending 30 June 2016 was 11,428 kWhs, an increase of 53.98%.

### Supply chain

As a membership based organisation, our supply chain related impacts are minimal. Massage & Myotherapy Australia procures office supplies, design, printing, IT services, legal and accounting services predominantly from local Melbourne-based firms with national coverage. We currently do not have environmental or labour practice criteria to access new and existing suppliers. Massage & Myotherapy Australia recycles old printer cartridges and drums through Ricoh's consumables recycling program throughout the year.

Massage & Myotherapy Australia continues to send all membership renewal invoices, except the final notice, by email. The default mode of communication is by email unless notified by the member.

### Community

Massage & Myotherapy Australia believes in contributing to the welfare of the community, both directly and through the involvement and support of the massage and myotherapy industry by representation and advocacy. The association provides a free referral service to ensure that the

public has access to the best possible choice of treatment and care. The Australian Massage Directory makes it easier for the public to search for a therapist based on local area and their preferred modality and to then make an informed choice.

The provision of health services to the Australian public stems from a unique trust relationship between the provider and client. To increase this trust and establish underpinning credibility for massage and myotherapy to obtain the Federal government's confidence, the Association continues to support the University of Technology Sydney with the University's Australian Research Centre in Complementary and Integrative Medicine (ARCCIM) and the International CM Research Leadership and Capacity Building Program. Massage & Myotherapy Australia believes this is required to provide the evidence and quality assurance benchmarks for strong self or co regulation and health policymaking specific to our industry.

The Association, through its partnership with Australian Institute of Sports (AIS) Soft Tissue Therapy Department, provided a Postgraduate Sports Scholarship to member Paige Single, who underwent a ten-day postgraduate learning program. All the Massage & Myotherapy Australia staff also generously donated gifts to the St Vincent's Christmas appeal for the third consecutive year and the Conference delegate bags were purchased from Sister Works Incorporated, a non-profit social enterprise that supports women of migrant, asylum seeker or refugee backgrounds to develop handmade products in order to become financially independent.

### Health and safety in the workplace

Workplace health and safety is a high priority for Massage & Myotherapy Australia. The Association provides flexible work arrangements, including part-time work and varied hours of work, to support our employees and their families. Further, a confidential Employee Assistance Program is available for all staff. Training was provided to two staff in Mental Health First Aid during the year to recognise the importance of mental health. St John Ambulance continue to replenish the first aid kit every six months. Fire wardens are also encouraged to attend various training programs on a regular basis. Fresh fruit is provided to all staff to encourage healthy eating habits. Massage & Myotherapy Australia sponsored a staff member to participate in the Australian Corporate Games held in Melbourne to encourage exercise and physical fitness.

### Our staff

We have a culturally diverse workforce and a strong commitment to encouraging diversity at all levels. As an equal opportunity employer, gender diversity is important to us. As at 30 June 2017, out of a total workforce of 11 staff, 73% were females. Massage & Myotherapy Australia values and recognises our employees by encouraging opportunities for professional development to help achieve organisational goals. The Association's investment in training and development in FY 2017 was \$20,028 (2016: \$25,367).

Managers focus on employee engagement through fortnightly staff meeting, quarterly management meetings, annual performance reviews and team activities and development.

# Directors' Report 30 June 2017—

The Directors present their report, together with the financial statements, on the company for the year ended 30 June 2017

## Directors

The following persons were directors of the company during the whole of the financial year and up to the date of this report, unless otherwise stated:

- David Graeme Sheehan
- Paul Thomas McCann
- Robert James Rogerson
- Rebecca Susan Byrne
- Paula Elizabeth Nutting
- Alexis Nicholas Watt
- James Joachim Flaxman
- Vince Joseph Cosentini
- Madeleine Eve Rose

## Short Term Objectives

To promote qualified professional massage, remedial and myotherapy practitioners to improve quality assurance and choice for the health consumer.

## Long Term Objectives

Encourage and disseminate research in the areas of massage and myotherapy and to lead industry through a robust, third party independent review process for practitioners nationally.

## Strategies

- To provide clearly defined advanced levels of professional standing and Certification through standardised quality assurance systems.
- To promote professional members as safe and quality assured.
- To implement and educate members around the National Code of Conduct for Unregistered Practitioners and any legal requirements and Acts.

Massage & Myotherapy has renewed the agreement with University of Technology Sydney to support the study on cost utility of massage for the management of low back pain in Australia, identifying economic data which assists in achieving the long term objectives. The University has appointed a PHD Dr Niki Munk, specifically for studies in musculoskeletal conditions.

## Principal Activities

The principal activity of the company during the financial year was the provision of membership services for massage therapists and the promotion of massage therapy.

## Operating Results

The deficit of the company after providing for income tax amounted to (-\$225,430) (2016: -\$5,061).

## Dividends

The company's constitution prohibits it from paying dividends to members.

## Review of Operations

The Australian Association of Massage Therapists Limited is a company formed to represent massage therapists throughout Australia. The revenue of the company was \$2,243,260 (2016: \$2,388,437) and operating expenses were \$2,468,690 (2016: \$2,384,626), which resulted in a deficit of (-\$225,430) (2016: -\$5,061). The association is a not-for-profit organisation and the majority of its income is not subject to income tax.

Since the date of the last report to the date of this report there were no significant changes in the state of affairs of the company.

## After Balance Date Events

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

## Future Developments

Further information about likely events in the operations of the company and the expected results from those operations have not been included in this report because disclosure of the information would be likely to result in unreasonable prejudice to the company.

## Environmental Issues

The operations of the company are not subject to significant environmental regulations under both Commonwealth and State legislation.

# Information on Directors—

## David Graeme Sheehan Non-Executive Director

### Qualifications

Bachelor of Applied Science (Human Movement), Diploma of Education, Diploma of Health Science (Remedial Therapy), Certificate IV in Governance

### Experience

Was Head Sports Trainer for Banyule Football Club, Professional Conference organiser for AAMT, Teacher and Presenter of Myofascial Cupping, Managing Director of Complementary Health Seminars a continuing education provider for soft tissue therapists

### Special Responsibilities

Member of Conference Committee

## Paul Thomas McCann Non-Executive Director

### Qualifications

Diploma of Oriental Remedial Therapies, Diploma Remedial Massage Therapy, Diploma of Acupressure, Acumoxibustion, Chinese Medicine Theory and Philosophy, Diploma of Myopractic, Certificate IV Workplace Assessment and Training, Certificate IV Business (Governance), Certificate of Craniosacral Therapy, Certificate in Dry Needling, Certificate Rebirther

### Experience

Director of Massage services within a large multi-disciplinary allied health practice in Adelaide. Lecturer in Myotherapy at Endeavour College of Natural Health. Practicing therapist for 24 years

### Special Responsibilities

National President, Chair of Executive Committee

## Robert James Rogerson Non-Executive Director

### Qualifications

Accountancy Diploma, Certified Internal Auditor, Fellow of the Institute of Public Accountants, Member of the Institute of Internal Auditors, Cert IV Frontline Management, Cert IV Massage Therapy, Lean Competency- Fundamentals, Cert IV in Governance

### Experience

Commonwealth Bank 16 years – 8 years internal audit, Peoples Choice Credit Union 8 years – 4 years internal audit, 4 years loans and special projects, KPMG – Internal Audit and Advisory 6 years, Adelaide Casino 1.5 years – Regulatory Affairs Manager, Compliance officer at Junction Australia

### Special Responsibilities

Member of Audit & Risk Committee, Member of Executive Committee

## Rebecca Susan Byrne Non-Executive Director

### Qualifications

Diploma of Vocational Education and Training, Diploma of Training Design and Development, Diploma in Remedial Massage, Cert IV in Workplace Training and Assessment, Certificate IV Dance Therapy Practice, Cert IV in Governance

### Experience

Lecturer in Remedial Massage for South Metro Tafe Institute for 12 years, Co-ordinator Remedial Massage at South Metro Tafe, 13 years remedial massage experience in private practice, Founder and Director of Living Dance Institute and Studio

### Special Responsibilities

National Vice President, Chair of Ethics Committee, Member of Executive Committee

## Paula Elizabeth Nutting Non-Executive Director

### Qualifications

Bachelor of Science Musculoskeletal Therapy, Diploma of Remedial Therapy, Certificate IV Workplace Training and Assessment, Certificate III Cosmetology, Registered Nurse (III certificate), Cert IV group fitness and personal trainer, Cert IV in Governance

### Experience

Practiced Remedial massage for 19 years, Musculoskeletal Therapy- 10 years. Involvement in setting curriculum for Cert IV and Diploma of Massage relating to Health Training Package. Actively involved with Massage Associations for 17 years. Face to Face interaction and collaboration with various Canadian Massage Associations in areas of governance, ethics and education.

### Special Responsibilities

Chair of Education Committee

## Alexis Nicholas Watt Non-Executive Director

### Qualifications

Masters in Business Administration, Masters in Human Resource Management, Bachelor of Arts (Psychology and Philosophy), Cert IV in Training and Assessment, Graduate, Australian Institute of Company Directors, Lean Systems (Yellow Belt)

### Experience

VET and Higher Education Sectors Public and Private- 15 years, Hospitality Industry- 15 years, Retail Sector- 3 years, Member and Deputy Chair-Governing Council (Public Primary School), Chair, National VET Committee (Australian Council for Private Education and Training), Chair, Governance Audit and Risk Committee (Australian Council for Private Education and Training), Member, National Quality & Ethics Committee (Australian Council for Private Education & Training), Member and private RTO representative, Clinical Training Council (SA Health), Member, Clinical Placement Education Providers Group (SA Health), Member, Health Industry Reference Group (Australian Medical Association), National Chair, Industry Reference Committee (Enrolled Nursing), Member, Cross Sectoral Skills Committee (Skills IQ)

### Special Responsibilities

Member of Education Committee

## Information on Directors (cont.)

### James Joachim Flaxman Non-Executive Director

#### Qualifications

Diploma of Soft Tissue Manipulation, Diploma of Remedial Massage, Certificate in Reflexology, Certificate in Kinesiology

#### Experience

26 years in private practice

### Vince Joseph Cosentini Non-Executive Director

#### Qualifications

Advance Diploma in Applied Science (Remedial Massage), Cert IV Workplace Assessment, Level 1 Sports Trainer (Sports Medicine Australia)

#### Experience

Massage Therapist -Italian World Cup Rugby Team (2003), Team Soft Tissue Therapist/Soigneur AIS Road Cycling Team- Tour of Italy , France, Spain and Japan (2005), Soft Tissue Therapist - Australian Institute of Sport (2006 to Current), Soft Tissue Therapist at AIBA World Championships 2007, 2009 2011 and 2013, Educator/Lecturer - Canberra Institute of Technology (2009 to 2015), Soft Tissue Therapist 2011 ICF World Championships, Soft Tissue Therapist 2010 Delhi Commonwealth Games, Soft Tissue Therapist 2012 London Olympic Games, Soft Tissue Therapist 2015 FINA World Championships, Soft Tissue Therapist 2015 FIFA U 17 World Cup, Soft Tissue Therapist 2016 Rio Olympic Games

#### Special Responsibilities

Member of Audit and Risk Committee

### Madeleine Eve Rose Non-Executive Director

#### Qualifications

Diploma of Remedial Massage Therapy, Certified Pilates Instructor, Biodynamic Craniosacral Therapist, Member college of Massage Therapists of Ontario from 2004-2006, Member college of Massage Therapist British Columbia from 2005-2014

#### Experience

Clinical Therapeutic/ Remedial Massage Practice since 2003, AAMT Director since November 2015

#### Special Responsibilities

Member of Ethics Committee

# Meetings of Directors—

Key Financial Data	Directors' Meeting		Finance & Audit	
	Number Eligible to Attend	Number Attended	Number Eligible to Attend	Number Attended
David Graeme Sheehan	4	4		
Paul Thomas McCann	4	4		
Robert James Rogerson	4	4	4	4
Rebecca Susan Byrne	4	4		
Paula Elizabeth Nutting	4	4		
Alexis Nicholas Watt	4	4		
James Joachim Flaxman	4	4		
Vince Joseph Cosentini	4	4	4	3
Madeleine Eve Rose	4	4		

### Directors' Benefits

Disclosure relating to directors' emoluments has been included in Note 6 of the financial report.

During the financial year the Association paid premiums of \$3,940 (2016: \$3,940) to insure Directors against liabilities and costs incurred by them in defending any legal proceedings arising out of their conduct while acting in the capacity of officer of the Association, other than conduct involving a willful breach of duty in relation to the Association.

### Proceedings on Behalf of Company

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

### Auditor's Independence Declaration

A copy of the auditor's independence declaration as required under section 307C of the Corporations Act 2001 is set out on page 46 of the financial report.

This report is made in accordance with a resolution of the directors, pursuant to section 298(2) of the Corporations Act 2001 on behalf of the directors.



Paul Thomas McCann

Dated 11 September 2017



Robert James Rogerson



# Management Profiles—



**Sue Gillespie**  
Executive Assistant

**Qualifications**  
BHS(Massage & NMT)  
- NZ, Cert Governance

**Experience**  
2012- current: AAMT  
Executive Assistant

2004-2007:  
Director Massage  
Therapy WTA Tour

2007-2011: RTO  
Owner/Director (NZ  
College of Massage)

1999-2013: Massage  
Therapist WTA Tour

1994-2011: Massage  
Therapy Teacher &  
Clinical Supervisor

1985-2013: Massage  
Therapist- Sports  
Specialisation

**Key Responsibilities**  
Administrative  
assistance to CEO

Administrative  
management for  
Board of Directors

Administrative  
assistance for National  
Committees

Editor Student Journal

Ethical practice  
enquiries- point  
of contact and  
co-ordinator

Endorsed Education  
Activities Provider-  
program- co-ordinator

Education Committee  
Member



**Ann Davey**  
Association Manager

**Qualifications**  
BCom (HRMgt,  
AdminMgt), Dip  
Qual Audit, Cert  
Governance, MAHRI

**Experience**  
2009-current: AAMT  
Association Manager

2007-2009:  
Child Care Assistant

2003-2006:  
Owner Xeikon Australia  
& New Zealand Pty Ltd

1983-2001:  
Senior Administrator  
Department within  
Faculty of Medicine,  
Dentistry & Health  
Sciences, University  
of Melbourne

**Key Responsibilities**  
Management of  
Operations

Management of  
Human Resources

Second in charge  
to CEO



**Roy John**  
Financial Controller & Company Secretary

**Qualifications**  
CPA, GIA (Cert), AISA

**Experience**  
2015- current:  
AAMT Financial Controller  
& Company Secretary

2014-2015: AAMT  
Finance Manager &  
Company Secretary

2009-2014:  
AAMT Finance Manager

2007-2009:  
AAMT Accountant

2005-2007:  
Accountant IBIS  
Telecommunications  
Pty Ltd

**Key Responsibilities**  
Management and  
administration of all  
financial matters

Management of quarterly  
reporting to the CEO &  
Audit and Risk Committee

Management of interim  
and final audit process

Produce timely annual  
statutory financial statements  
for audit and filing with ASIC

Manage Information &  
Communications Technology

Manage PCI DSS  
Compliance and Annual  
Penetration Testing

Audit and Risk  
Committee Member



# Statement of Comprehensive Income

## For the year ended 30 June 2017

		2017 (\$)	2016 (\$)
Revenues from ordinary activities	3	2,243,260	2,388,437
Employee Benefits Expense		(804,239)	(786,336)
Depreciation and Amortisation Expense	4	(14,180)	(16,950)
Administration Expenses		(331,863)	(323,429)
Accommodation Expenses		(135,193)	(120,321)
Employment Expenses		(493,456)	(438,229)
Journal Expenses		(189,107)	(186,393)
Membership Expenses		(344,769)	(272,947)
CPE Direct Expenses		(62,064)	(116,740)
National Board Expenses		(93,819)	(123,281)
<b>Total Expenses from Ordinary Activities</b>		<b>(2,468,690)</b>	<b>(2,384,626)</b>
Profit from ordinary activities before Income Tax Expense		(225,430)	3,811
Income Tax Expense relating to Ordinary Activities	5	-	(8,872)
Profit from ordinary activities after related income tax expense		(225,430)	(5,061)
Other Comprehensive Income		-	-
<b>Total Comprehensive Income</b>		<b>(225,430)</b>	<b>(5,061)</b>

The accompanying notes form part of these financial statements.

# Statement of Financial Position

## As at 30 June 2017

		2017 (\$)	2016 (\$)
<b>CURRENT ASSETS</b>			
Cash and Cash Equivalents	8	372,560	340,208
Financial Assets	9	1,914,070	2,150,000
Trade and Other Receivables	10	68,386	44,807
<b>Total current assets</b>		<b>2,355,016</b>	<b>2,535,015</b>
<b>NON-CURRENT ASSETS</b>			
Trade and Other Receivables	10	200	9,251
Property, Plant and Equipment	11	54,397	37,348
<b>Total non-current assets</b>		<b>54,597</b>	<b>46,599</b>
<b>Total assets</b>		<b>2,409,613</b>	<b>2,581,614</b>
<b>CURRENT LIABILITIES</b>			
Trade and Other Payables	12	924,554	884,044
Short-Term Provisions	13	70,335	72,499
<b>Total current liabilities</b>		<b>994,889</b>	<b>956,543</b>
<b>NON-CURRENT LIABILITIES</b>			
Long-Term Provisions	14	62,676	47,593
<b>Total non-current liabilities</b>		<b>62,676</b>	<b>47,593</b>
<b>Total liabilities</b>		<b>1,057,565</b>	<b>1,004,136</b>
<b>Net assets</b>		<b>1,352,048</b>	<b>1,577,478</b>
<b>EQUITY</b>			
Reserves	15	131,596	131,596
Retained Surplus/(Deficit)	16	1,220,452	1,445,882
<b>Total equity</b>		<b>1,352,048</b>	<b>1,577,478</b>

The accompanying notes form part of these financial statements.

# Statement of Changes In Equity

## For the year ended 30 June 2017

	Retained Earnings (\$)	General Reserves (\$)	Total (\$)
<b>Balance 1 July 2015</b>	<b>1,450,943</b>	<b>131,596</b>	<b>1,582,539</b>
Loss from Previous year	(5,061)	-	(5,061)
Other Comprehensive Income	-	-	-
<b>Balance 30 June 2016</b>	<b>1,445,882</b>	<b>131,596</b>	<b>1,577,478</b>
Loss for the Year	(225,430)	-	(225,430)
Other Comprehensive Income	-	-	-
<b>Balance 30 June 2017</b>	<b>1,220,452</b>	<b>131,596</b>	<b>1,352,048</b>

The accompanying notes form part of these financial statements.

# Statement of Cash Flow

## As at 30 June 2017

	2017 (\$)	2016 (\$)
CASH FLOWS FROM OPERATING ACTIVITIES		
Receipts from Operations	2,228,729	2,260,223
Payments to Suppliers and Employees	(2,471,957)	(2,328,229)
Income Tax	-	(8,872)
<b>Net Cash Provided by (used in) Operating Activities</b>	<b>(243,228)</b>	<b>(76,878)</b>
CASH FLOWS FROM INVESTING ACTIVITIES		
Held to Maturity Financial Assets less than 1 year	235,930	(50,000)
Purchase of Property, Plant and Equipment	(31,229)	(21,648)
Payments for the security bond	9,051	-
Interest Received	61,828	63,141
<b>Net Cash Provided by (used in) Investing Activities</b>	<b>275,580</b>	<b>(8,507)</b>
Net Increase in Cash Held	32,352	(85,385)
Cash and Cash Equivalents at the Beginning of the Financial Year	340,208	425,593
<b>Cash and Cash Equivalents at the End of the Financial Year</b>	<b>372,560</b>	<b>340,208</b>

Interest received has been reclassified as Cash Flow from Investing Activities for 2016. The figures for 2016 for Receipts from operations has been adjusted accordingly to reflect the correct cash position as of 2016. The accompanying notes form part of these financial statements.

# Notes to the Financial Statements

## For the year ended 30 June 2017

### Note 1 Significant accounting policies

The principal accounting policies adopted in the preparation of the financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

### New, revised or amending Accounting Standards and Interpretations adopted

The company has adopted all of the new, revised or amending Accounting Standards and Interpretations issued by the Australian Accounting Standards Board ('AASB') that are mandatory for the current reporting period.

Any new, revised or amending Accounting Standards or Interpretations that are not yet mandatory have not been early adopted.

The adoption of these Accounting Standards and Interpretations did not have any significant impact on the financial performance or position of the company.

The following Accounting Standards and Interpretations are most relevant to the company:

- AASB 2012-3 Amendments to Australian Accounting Standards - Offsetting Financial Assets and Financial Liabilities
- AASB 2013-3 Amendments to AASB 136 - Recoverable Amount Disclosures for Non-Financial Assets
- AASB 2014-1 Amendments to Australian Accounting Standards (Parts A and C)

### Basis of Preparation

These general purpose financial statements have been prepared in accordance with Australian Accounting Standards - Reduced Disclosure Requirements and Interpretations issued by the Australian Accounting Standards Board ('AASB'),

and associated regulations and the Corporations Act 2001, as appropriate for not-for-profit oriented entities.

### Historical cost convention

The financial statements have been prepared under the historical cost convention.

### Critical accounting estimates

Members' subscriptions are recognised during the period to which the membership relates.

### Interest

Interest revenue is recognised on a proportional basis taking into account the interest rates applicable to the financial assets.

Revenue from the rendering of a service is recognised upon the delivery of the service to the customers.

### Income Tax

The Association is a not-for-profit organisation for taxation purposes and only subject to income tax on non member net income.

### Current and non-current classification

Assets and liabilities are presented in the statement of financial position based on current and non-current classification.

An asset is classified as current when: it is either expected to be realised or intended to be sold or consumed in normal operating cycle; it is held primarily for the purpose of trading; it is expected to be realised within 12 months after the reporting period; or the asset is cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least 12 months after the reporting period. All other assets are classified as non-current.

A liability is classified as current when: it is either expected to be settled in normal operating cycle; it is held primarily for the purpose of trading; it is due to be settled within 12 months after the reporting period; or there is no unconditional right to defer the settlement of the liability for at least 12

months after the reporting period. All other liabilities are classified as non-current.

### Cash and cash equivalents

Cash and cash equivalents includes cash on hand and deposits held at call with financial institutions.

### Trade and other receivables

Other receivables are recognised at amortised cost, less any provision for impairment.

### Property, Plant and Equipment

Plant and equipment is stated at historical cost less accumulated depreciation and impairment. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Depreciation is provided on property, plant and equipment and is calculated on either a straight line basis or diminishing value basis so as to write off the net cost of each fixed asset over its expected useful life.

The following estimated useful lives are used in the calculation of depreciation: The residual values, useful lives and depreciation methods are reviewed, and adjusted if appropriate, at each reporting date.

An item of property, plant and equipment is derecognised upon disposal or when there is no future economic benefit to the company. Gains and losses between the carrying amount and the disposal proceeds are taken to profit or loss.

Fixed Asset by Class	Estimated Useful Life
Furniture and Fittings	5 - 20 years
Computer Equipment and Software	3 - 5 years
Leased Assets	5 years
Leasehold Improvements	6 - 20 years

# Notes to the Financial Statements

## Impairment of non-financial assets

Non-financial assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount.

Recoverable amount is the higher of an asset's fair value less costs of disposal and value-in-use. The value-in-use is the present value of the estimated future cash flows relating to the asset.

## Trade and Other Payables

Trade and other payables represent the liabilities for goods and services received by the company during the reporting period that remain unpaid at the end of the reporting period. The balance is recognised as a current liability with the amounts normally paid within 30 days of recognition of the liability.

## Employee benefits

Provision is made for the Association's liability for employee benefits arising from services rendered by the employees to reporting date. Employee benefits expected to be settled within one year together with benefits arising from wages, salaries and annual leave which may be settled after one year, have been measured at the amounts expected to be paid when the liability is settled. Other employee benefits payable later than one year have been measured at the net present value.

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

## Fair value measurement Financial Instruments

When an asset or liability, financial or non-financial, is measured at fair value for recognition or disclosure purposes, the fair value is based on the price that would be

received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date; and assumes that the transaction will take place either: in the principal market; or in the absence of a principal market, in the most advantageous market.

Fair value is measured using the assumptions that market participants would use when pricing the asset or liability, assuming they act in their economic best interests. For non-financial assets, the fair value measurement is based on its highest and best use. Valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, are used, maximising the use of relevant observable inputs and minimising the use of unobservable inputs.

## 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 Tax 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 are stated inclusive of the amount of GST receivable or payable. The net amount of GST recoverable from, or payable to, the tax authority is included in other receivables or other payables in the statement of financial position.

Cash flows are presented on a gross basis. The GST components of cash flows arising from investing or financing activities which are recoverable from, or payable to the tax authority, are presented as operating cash flows.

## Note 2 Critical accounting judgements, estimates and assumptions

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts in the financial statements. Management continually evaluates its judgements and estimates in relation to assets, liabilities, contingent liabilities, revenue and expenses. Management bases its judgements, estimates and assumptions on historical experience and on other various factors, including expectations of future events, management believes to be reasonable under the circumstances. The resulting accounting judgements and estimates will seldom equal the related actual results. The judgements, estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities (refer to the respective notes) within the next financial year are discussed below.

## Estimation of useful lives of assets

The company determines the estimated useful lives and related depreciation and amortisation charges for its property, plant and equipment and finite life intangible assets. The useful lives could change significantly as a result of technical innovations or some other event. The depreciation and amortisation charge will increase where the useful lives are less than previously estimated lives, or technically obsolete or non-strategic assets that have been abandoned or sold will be written off or written down.

## Employee benefits provision

As discussed in note 1, the liability for employee benefits expected to be settled more than 12 months from the reporting date are recognised and measured at the present value of the estimated future cash flows to be made in respect of all employees at the reporting date. In determining the present value of the liability, estimates of inflation factors, discount rates, and probability factors have been taken into account.

# Notes to the Financial Statements

## Note 3 - Revenue from Ordinary Activities

	2017(\$)	2016 (\$)
OPERATING ACTIVITIES		
- Member Advertising	12,777	14,236
- Member Subscriptions	1,593,483	1,727,865
- Sponsorship	192,748	187,188
- Journal Income	66,386	67,428
- Conference Income	238,077	194,768
- CPE Event Income	70,557	125,514
- Association Branded Goods	406	2,085
- Other Revenue	6,997	6,212
<b>Total Revenue from Operating Activities</b>	<b>2,181,432</b>	<b>2,325,296</b>
Interest Revenue from:		
- Bank Deposits	61,829	63,141
<b>Total Interest Revenue</b>	<b>61,829</b>	<b>63,141</b>
<b>Total Revenue from Ordinary Activities</b>	<b>2,243,260</b>	<b>2,388,437</b>

## Note 4 - Depreciation & Amortisation Expense

	2017(\$)	2016 (\$)
Profit/(Loss) from ordinary activities before income tax has been determined after:		
<b>a. Expenses:</b>		
- Equipment, Furniture and Fittings	6,601	6,543
- Computer Hardware and Software	6,361	9,280
- Leasehold Improvements	1,218	1,127
<b>Total Depreciation</b>	<b>14,180</b>	<b>16,950</b>
<b>Interest Paid</b>	<b>-</b>	<b>-</b>

## Note 5 - Income Tax Expense

	2017(\$)	2016 (\$)
The prima facie tax on profit/(loss) from ordinary activities before tax is reconciled to the income tax is as follows:		
Surplus from Operations	(225,430)	3,811
Less: Net Profit Derived from Member Activities	(208,418)	(21,324)
<b>Net Profit/Loss from Non Members Activities</b>	<b>(17,012)</b>	<b>25,135</b>
Net Tax Profit/Loss at End of Year	(17,012)	25,135
Add Employee FBT Contribution	4,560	4,440
<b>Revised Net Profit at End of Year</b>	<b>(12,452)</b>	<b>29,575</b>
<b>Income Tax Expense Calculated at 30%</b>	<b>-</b>	<b>8,872</b>

The assessable income for income tax purposes comprises only of income deemed to be derived from non-member activities. Conversely, allowable deductions for income tax are limited to certain expenses and statutory deductions.

## Note 6 - Remuneration and Retirement Benefits

	2017(\$)	2016 (\$)
<b>a. Directors' Remuneration</b>		
During the year remuneration paid to all Directors of Australian Association of Massage Therapists Limited and any related parties was:		
- Directors' Honoraria	14,450	14,175
<b>Total Director's Remuneration</b>	<b>14,450</b>	<b>14,175</b>

Number of Australian Association of Massage Therapists Limited directors whose income from Australian Association of Massage Therapists Limited or any related parties was within the following bands:

	No.	No.
\$0 - \$9,999	9	10



# Notes to the Financial Statements

The names of Directors of Australian Association of Massage Therapists Limited who have held office during the financial year and their respective remuneration are:

	2017(\$)	2016 (\$)
Pamela Maria Claxton	-	550
David Graeme Sheehan	825	1,100
Paul Thomas McCann	6,000	6,000
Robert James Rogerson	1,100	1,100
Rebecca Susan Byrne	1,300	1,300
Vince Joseph Cosentini	1,100	550
Alexis Nicholas Watt	1,100	1,100
Paula Elizabeth Nutting	825	1,100
James Joachim Flaxman	1,100	550
Madeleine Eve Rose	1,100	825
	<b>14,450</b>	<b>14,175</b>

## Note 7 - Auditors' Remuneration

	2017(\$)	2016 (\$)
Remuneration of the auditor of the Association for:		
- Auditing or reviewing the financial report	12,078	11,864
- Other services	-	-
- Other services provided by related practice of auditor	-	-

## Note 8 - Cash and Cash Equivalents

	2017(\$)	2016 (\$)
Cash on Hand	346	377
Cash at Bank	372,215	339,831
	<b>372,560</b>	<b>340,208</b>

The term deposit includes security deposit for Paypal of \$86,000 and rental guarantee deposit of \$60,000. The security deposit and rental guarantee are only available on closure of the services attached to the deposit.

## Note 9 - Financial Assets

	2017(\$)	2016 (\$)
CURRENT		
Held to maturity financial assets	1,914,070	2,150,000
	<b>1,914,070</b>	<b>2,150,000</b>

## Note 10 - Trade and Other Receivables

	2017(\$)	2016 (\$)
CURRENT		
Trade Debtors	19,625	-
Provision for Doubtful Debts	-	-
<b>Trade Debtors Net of Provision for Doubtful Debts</b>	<b>19,625</b>	<b>-</b>
Other Debtors	261	-
Prepayments	48,500	44,807
<b>Total Current Trade and Other Receivable</b>	<b>68,386</b>	<b>44,807</b>
NON-CURRENT		
Other Debtors	200	9,251
<b>Total Non Current</b>	<b>200</b>	<b>9,251</b>

# Notes to the Financial Statements

## Note 11 - Property Plant & Equipment

	2017(\$)	2016 (\$)
Office Equipment		
At Cost	76,292	86,172
Accumulated Depreciation	58,725	65,056
	<b>17,567</b>	<b>21,116</b>
Computer Hardware and Software		
At Cost	240,564	270,736
Accumulated Depreciation	233,052	258,337
	<b>7,512</b>	<b>12,399</b>
Leased Assets		
At Cost	16,621	16,621
Accumulated Depreciation	16,621	16,621
	-	-
Leasehold Improvements		
At Cost	31,085	47,370
Accumulated Depreciation	1,767	43,537
	<b>29,318</b>	<b>3,833</b>
<b>Total Property, Plant and Equipment</b>	<b>54,397</b>	<b>37,348</b>

### a. Movements in Carrying Amounts

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

	Office Equipment	Computer Hardware and Software	Leasehold Improvements	Total
Balance at the beginning	21,116	12,399	3,833	37,348
Additions	4,149	1,474	29,904	35,527
Disposals	(1,097)	-	(3,201)	(4,298)
Depreciation expense	(6,601)	(6,361)	(1,218)	(14,180)
<b>Carrying amount at the end of year</b>	<b>17,567</b>	<b>7,512</b>	<b>29,318</b>	<b>54,397</b>

## Note 12 - Trade and Other Payables

	2017(\$)	2016 (\$)
CURRENT		
Trade Creditors	41,861	53,926
Sundry Creditors and Accrued Expenses	67,596	81,943
Subscriptions Received in Advance	815,097	748,175
	<b>924,554</b>	<b>884,044</b>

## Note 13 - Short-Term Provisions

	2017(\$)	2016 (\$)
Employee Entitlements		
Aggregate Employee Entitlements Liability- Annual Leave	70,335	72,499
	<b>70,335</b>	<b>72,499</b>
<b>Number of Employees at Year-End (FTE)</b>	<b>9.8</b>	<b>11.4</b>

## Note 14 - Long-Term Provisions

	2017(\$)	2016 (\$)
Employee Entitlements		
Aggregate Employee Entitlements Liability- Long Service Leave	62,676	47,593
	<b>62,676</b>	<b>47,593</b>

## Note 15 - Reserves

	2017(\$)	2016 (\$)
Balance at Beginning of Financial Year	131,596	131,596
<b>Balance at End of Financial Year</b>	<b>131,596</b>	<b>131,596</b>

# Notes to the Financial Statements

## Note 16 - Accumulated Surplus/(Deficit)

	2017(\$)	2016 (\$)
Accumulated Surplus at Beginning of Financial Year	1,445,882	1,450,943
Net Profit Attributable to the Members of the Association	(225,430)	(5,061)
<b>Accumulated Surplus at the End of the Financial Year</b>	<b>1,220,452</b>	<b>1,445,882</b>

## Note 17 - Members' Guarantee

The Australian Association of Massage Therapists Ltd is a public company, limited by guarantee. Each member of the Association has undertaken to contribute the sum of \$1.00 in the event of the Association being wound up. The total number of members as of 30th June 2017 was 8,478 (2016: 8,635)

## Note 18 - Capital and Leasing Commitments

	2017(\$)	2016 (\$)
<b>a. Operating Lease Commitments</b>		
Payable		
Not later than one year	108,900	95,466
Later than 1 year but not later than 5 years	653,400	190,932
later than 5 years	-	-
	<b>762,301</b>	<b>286,399</b>

The operating lease is for the rental of office premises for 4 years with annual increase of 3.75% for the term of the lease.

### b. Capital Commitments

At 30 June 2017 and at the date of signing this financial report there are no known commitments for capital expenditure.

## Note 19 - Contingent Liabilities

At 30 June 2017 there are no known contingent liabilities.

## Note 20 - Segment Reporting

The Association operates predominantly in one business and one geographical segment being a member association for massage therapists throughout Australia.

## Note 21 - Key Management Personnel Compensation

The names and positions of those having authority for planning, directing and controlling the company's activities, directly or indirectly (other than directors), are:

- Tricia Hughes, Chief Executive Officer
- Ann Davey, Association Manager
- Sue Gillespie, Executive Assistant
- Roy John, Financial Controller

The compensation paid to the key management personnel noted above is as follows

	Short-Term Benefits	Post Employment Benefits	Total
2016 Total Compensation	425,743	43,018	468,761
2017 Total Compensation	433,825	43,839	477,664

## Note 22 - Related Party Transactions

Transactions entered into during the year with directors, their firms or associated entities are within normal customer relationships and conditions, no more favourable to those available to other members or customers, including the payment of usual subscriptions and receipt of normal benefits of membership.

# Notes to the Financial Statements

## Note 23- Events after the reporting period

No matter or circumstance has arisen since 30 June 2017 that has significantly affected, or may significantly affect the company's operations, the results of those operations, or the company's state of affairs in future financial year's.

## Note 24 - Cash Flow Information

	2017(\$)	2016 (\$)
<b>a. Reconciliation of Cash</b>		
Cash at the end of the financial year as shown in the statement of cash flows is reconciled to items in the balance sheet as follows:		
Cash and Cash Equivalents	372,560	340,208
<b>b. Reconciliation of Cash Flow from Operations with Profit/(Loss) from Ordinary Activities after Income Tax</b>		
Profit/(Loss) from Ordinary Activities after Income Tax	(225,430)	(5,061)
Non-Cash Flows in Profit from Ordinary Activities		
Interest Received	(61,829)	(63,141)
Depreciation	14,180	16,950
Decrease/(Increase) in Receivables	(19,625)	5,000
Decrease/(Increase) in Other Debtors	(261)	225
Decrease/(Increase) in Prepayments	(3,693)	(8,271)
Increase/(Decrease) in Payables	(12,065)	14,949
Increase/(Decrease) in Other Payables	(14,347)	5,935
Increase/(Decrease) in Subscriptions in Advance	66,922	(70,073)
Increase/(Decrease) in Employee Entitlements	12,919	26,609
Loss on sale of fixed assets	-	-
<b>Net Cash Inflow from Operating Activities</b>	<b>(243,228)</b>	<b>(76,878)</b>

## Note 25 - Registered Office

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

Australian Association of Massage Therapists Ltd  
Level 8  
53 Queen Street  
Melbourne Victoria 3000

## Note 26 - Financial Instruments

### a. Interest Rate Risk

The company's exposure to interest rate risk, which is the risk that a financial instrument's value will fluctuate as a result of changes in market interest rates and the effective weighted average interest rates on classes of financial assets and financial liabilities, is as follows:

	Weighted Average Effective Interest Rate		Floating Interest Rate		Within Year	
	2017 %	2016 %	2017 \$	2016 \$	2017 \$	2016 \$
<b>FINANCIAL ASSETS</b>						
Cash and cash equivalents	1.55	1.79	372,560	340,208	-	-
Receivables	0.00	0.00	-	-	-	-
Held-to-maturity investments	2.77	2.65	-	-	1,914,070	2,150,000
<b>Total Financial Assets</b>			<b>372,560</b>	<b>340,208</b>	<b>1,914,070</b>	<b>2,150,000</b>
<b>FINANCIAL LIABILITIES</b>						
Trade and sundry creditors	0.0	0.0	-	-	-	-
Lease Liability	0.0	0.0	-	-	-	-
Hire Purchase Liability	0.0	0.0	-	-	-	-
<b>Total Financial Liabilities</b>						

# Notes to the Financial Statements

	1 to 5 Years		Non-interest Bearing		Total	
	2017 \$	2016 \$	2017 \$	2016 \$	2017 \$	2016 \$
FINANCIAL ASSETS						
Cash and cash equivalents	-	-	-	-	372,560	340,208
Receivables	-	-	68,386	44,807	68,386	44,807
Held-to-maturity investments	-	-	-	-	1,914,070	2,150,000
<b>Total Financial Assets</b>	-	-	<b>68,386</b>	<b>44,807</b>	<b>2,355,016</b>	<b>2,535,015</b>
FINANCIAL LIABILITIES						
Trade and sundry creditors	-	-	109,457	135,869	109,457	135,869
Lease Liability	-	-	-	-	-	-
Hire Purchase Liability	-	-	-	-	-	-
<b>Total Financial Liabilities</b>	-	-	<b>109,457</b>	<b>135,869</b>	<b>109,457</b>	<b>135,869</b>

## b. Credit Risk

The maximum exposure to credit risk, excluding the value of any collateral or other security, at reporting date to recognised financial assets is the carrying amount, net of any provisions for doubtful debts of those assets, as disclosed in the statement of financial position and notes to the financial statements.

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

	2017		2016	
	Carrying Amount	Net Fair Value	Carrying Amount	Net Fair Value
FINANCIAL ASSETS				
Trade and other receivables	68,386	68,386	44,807	44,807
Held-to-maturity investments	1,914,070	1,914,070	2,150,000	2,150,000
<b>Total Financial Assets</b>	<b>1,982,456</b>	<b>1,982,456</b>	<b>2,194,807</b>	<b>2,194,807</b>
FINANCIAL LIABILITIES				
Trade and other payables	109,457	109,457	135,869	135,869
	<b>109,457</b>	<b>109,457</b>	<b>135,869</b>	<b>135,869</b>

Fair values are materially in line with carrying values.

# Directors' Declaration

## 30 June 2017

### In the directors' opinion:

1. The financial statements and notes, as set out on pages 26 to 44 are in accordance with the Corporations Act 2001:

a. Comply with Australian Accounting Standards-Reduced Disclosure Requirements, the Corporations Regulations 2001 and other mandatory professional reporting requirements

b. Give a true and fair view of the financial position as at 30 June 2017 and of the performance for the year ended on that date of the company.

2. There are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.

Signed in accordance with a resolution of the directors made pursuant to section 295(5)(a) of the Corporations Act 2001.



Paul Thomas  
McCann



Robert James  
Rogerson

Dated 11 September 2017





AUDITOR'S INDEPENDENCE DECLARATION UNDER SECTION 307C OF THE CORPORATIONS ACT 2001 TO THE DIRECTORS OF AUSTRALIAN ASSOCIATION OF MASSAGE THERAPISTS LTD

I declare that, to the best of my knowledge and belief, during the year ended 30 June 2017 there have been:

- i. no contraventions of the auditor independence requirements as set out in the *Corporations Act 2001* in relation to the audit; and
- ii. no contraventions of any applicable code of professional conduct in relation to the audit.



Matthew Hung, CA  
rdl.accountants

5<sup>th</sup> October 2017  
Blackburn, Victoria

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INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF AUSTRALIAN ASSOCIATION OF MASSAGE THERAPISTS LTD

**Report on the Financial Report**

We have audited the accompanying financial report of Australian Association Of Massage Therapists Ltd (the company), which comprises the statement of financial position as at 30 June 2017, the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, notes comprising a summary of significant accounting policies and other explanatory information, and the directors' declaration.

*Directors' Responsibility for the Financial Report*

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

*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. Those 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 judgment, 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 of the financial report that gives a true and fair view 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 directors, as well as evaluating the overall presentation of the financial report.

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

*Independence*

In conducting our audit, we have complied with the independence requirements of the *Corporations Act 2001*. We confirm that the independence declaration required by the *Corporations Act 2001*, which has been given to the directors of Australian Association Of Massage Therapists Ltd, would be in the same terms if given to the directors as at the time of the auditor's report.

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*Opinion*

In our opinion the financial report of Australian Association Of Massage Therapists Ltd is in accordance with the *Corporations Act 2001*, including:

- a. giving a true and fair view of the company's financial position as at 30 June 2017 and of its performance for the year ended on that date; and
- b. complying with Australian Accounting Standards and the *Corporations Regulations 2001*.



Matthew Hung, CA  
rdl.accountants

5<sup>th</sup> October 2017  
Blackburn, Victoria

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