



Sustainable
Business
Network

Annual Performance Report 2019/20

| Contents

Foreword From Our Chair – Jacqueline Farman	4
Foreword From Our CEO – Rachel Brown ONZM	5
Entity Information	6
Statement of Service Performance	12
Auditors Report	18
Statement of Financial Performance	22
Statement of Financial Position	23
Statement of Cash Flows	24
Statement of Accounting Policies	25
Notes to the Performance Report	26

I roto I ōu
tātou ringaringa
te rongoa

Already in all
our hands are
the remedies



Foreword from our Chair



Jacqueline Farman

Tēnā koutou katoa

The 2020 financial year was a resounding success for the Sustainable Business Network. All income lines met or achieved their financial targets, more than nine in ten members feel better informed as a result of our communications, and 80% believe we're living our purpose of 'Empowering business so people and nature prosper'. We have grown our team, project partners and members this year, and have many advocates - three in four of our members and 100% of our staff would recommend us as a place to work for, or with. Our communications team and events continue to build our profile as the go-to network for driving sustainable business impact in Aotearoa New Zealand, and our CEO and Leadership Team are increasingly sought after as advisors to government and business.

Impact-led strategy in action

Several years ago the Board and Leadership Team agreed a new strategic pathway for the business. At its core was building a sustainable enterprise by diversifying our income beyond membership, and delivering real and measurable impact. We are delighted to see the progress made, with two thirds of income now generated outside membership, and both hard and soft impact measures in the three focuses of our mission: Connect, Inspire and Act.

We want to acknowledge the passion and hard work of the SBN team, including our business connectors in the regions, in achieving this. We have made significant progress over the last year tackling waste and rethinking plastics, accelerating New Zealand's transition to a circular economy, cleaning up the Hauraki Gulf,

restoring our waterways, sharing inspiring stories, celebrating best practice and sustainable leadership, delivering world-class events and building business capability through our training programmes.

Building back better

The pandemic that hit at the tail end of this financial year has given us, and our planet, a unique moment in time to stop, breathe and reflect. We now see first hand how deeply interconnected our economic, social and environmental futures are. This is also an ideal time to pivot and innovate. We have a once in a lifetime opportunity to build back a better, fairer, low carbon economy. We must learn to live and work in new ways, respect our planetary boundaries, and apply new technologies and business models to solve our most pressing problems.

Our children will inherit a world very different to the one we did. They are already declaring a challenge to the status quo, calling us to account on the environmental and climate crisis we're handing over. The urgency required to address this has not diminished with COVID-19, and the Sustainable Business Network, our partners and members continue our commitment to creating the fair, inclusive and prosperous economy we all deserve.

Foreword from our CEO



Rachel Brown
ONZM

2019 was a phenomenal year for SBN. The team focused hard on growth and on increasing our impact for systems change. And I am really delighted with our performance overall.

The end of the financial year in 2020 coincided with the most significant episode in recent New Zealand history – the start of lockdown.

In the middle of March, we were celebrating an incredibly successful year and were putting the finishing touches to a new strategy to make sustainable business in New Zealand even more impactful.

And then the world turned upside down.

Yes, we face high levels of uncertainty. Friends in our network have lost their jobs. The purse strings in many areas have tightened. And many people are deeply concerned that the momentum gathering around sustainability will grind to a halt, in the same way it did in the last financial crisis of 2007-8.

But then the government released its 2020 Wellbeing Budget. It includes the biggest investment in nature in my lifetime, as well as greater investment in tackling waste and water. It also signals commitment to building new skills. These are all good signs that we can collaborate to build back better.

So I have great hope. I am buoyed by the clamour of voices from leading figures saying we can't afford *not* to prioritise sustainability. We need to rebuild our economy to make it more resilient and regenerative so the things that matter are better off than before.

Like everyone else, SBN has adapted our plans to adjust for the new world in which we find ourselves. We will carry on with our essential

work to empower business so people and nature can prosper. We're in a strong position because of our hard work and accomplishments in the past 12 months, which you can read about in this report. That gives me great confidence.

I'm particularly proud of our work on systems change through partnerships. This includes restoring our waterways with Million Metres; our work on the circular economy, particularly our collaborations on plastic packaging; and sharing our learning to see Mauri as a way of leading change in restoring the waters of the Hauraki Gulf.

We've had great growth in membership and you have told us about your desire for impact. We share that and you'll notice this is our focus for the year ahead.

I am fortunate to have a fantastic board and an extremely hard working team. I'd like to thank the team for their dedication, particularly during the lockdown when they worked harder than ever to ensure we could deliver practical help to our network. I'd also like to thank our board, who have encouraged us to realise our desire for impact and have provided invaluable guidance throughout the year.

Finally, I want to finish with a few sentences from my speech at our Awards night in November. They resonated with many in the room at the time, but I believe they are more poignant now than ever.

We know what we need to do, and people like you are getting on and doing it. It's not an easy road. But underneath the tensions there is a growing understanding – 'We are all in this together.'

| Entity information

Sustainable Business Network Incorporated

Registered as a Charity under the Charities Act 2005

Registered as an Incorporated Society under the Incorporated Societies Act 1908

CC 40638 (Charities Act 2005 registration number)

AK/916971 (Incorporated Societies Act 1908 registration number)

Physical address

Level 3
Old Sofrana House
18 Customs Street East
Auckland

Postal Address

PO Box 106983, Auckland City 1143
Phone/Fax: 09-826-0394
Email: info@sustainable.org.nz
Website: www.sustainable.org.nz



Structure

- Staff
- Business Connectors



The organisation is overseen by a Board of Trustees comprising five elected and two co-opted members. There are 20 staff (both full and part time), equating to 18.2 FTEs. Eighteen are based in Auckland, one in Wellington and one in Tauranga.

In addition we have two additional Advisory Boards (for our Circular Economy Accelerator and Million Metres projects), comprising experts in resource use and water restoration.

Eight voluntary Business Connectors have provided a local presence in different regions.

Five student interns and volunteers have helped us as part of their studies or developing their careers during the year.

SBN has links with aligned international organisations including Forum for the Future and the Ellen MacArthur Foundation.

Main Sources of Cash and Income

Project and Advisory services

where organisations provide funding for projects and tailored sustainability advice. This equates to 37% of total revenue

Annual subscription fees

from members – 34% of total revenue

Events

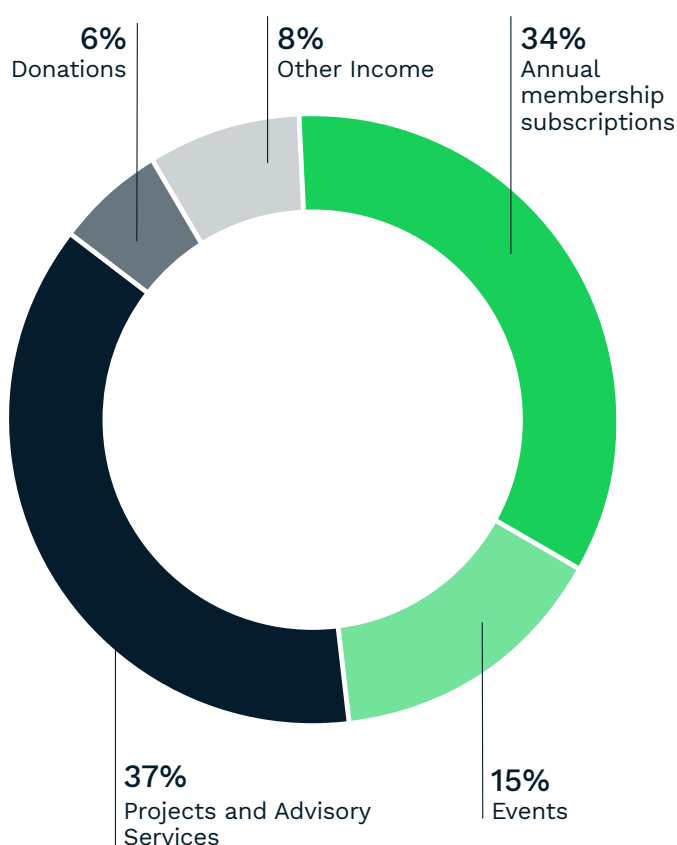
which generate sponsorships and ticket sales

Donations

generally to the network operations

Other income

including general sponsorship



Methods used to raise funds

- Approaching potential partners for collaborative projects
- Providing strategic sustainability advice for organisations via our Advisory service
- Encouraging organisations to join our network (which generates membership fees). Methods include personal contact, third party recommendations, and raising our profile through communications
- Organising and promoting events
- Seeking sponsorship for larger events by approaching potential funders

Volunteers and donated goods and services

- The Board of Trustees are not paid for their governance role of the organisation. They meet a minimum of quarterly. We have two committees (Audit and Risk, and Remuneration), both of which have Board representation. They provide many in-kind hours to SBN
- Interns or volunteers support our research, events and projects
- Members provide many in-kind hours into research, events and projects
- Events receive in-kind donations such as beverages, printing and venue hire

“

I think the SBN network and services provide resilience to the business community wanting to venture into the sustainability space.”

Member survey response

”

External influence

Our staff have representation on the following external boards:

Rachel Brown

Rachel Brown sits on three government boards: Small Business Council, Green Innovation Fund Advisory Board, and All of Government Procurement Panel. She is also on the Auckland Mayoral Business Advisory Board Panel.

James Griffin

James Griffin is a NZ Food Waste Champion of Sustainable Development Goal 12.3 and a member of the Product Stewardship Advisory Group administered by the Ministry for the Environment.

Georgina Hart

Georgina Hart is a member of Watercare Environmental Advisory Group, Northern Wairoa Freshwater Improvement Project (Northland Regional Council) and Hōteio River Freshwater Improvement Project (Auckland Council).

Glen Crowther

Glen Crowther is an Environment and Sustainability Advisor to the Bay of Plenty Regional Transport Committee, a Member of Bay of Plenty Waste and Resources Advisory Group, a Member of Connect Bay of Plenty, a Member of Smart Growth Strategic Partners Forum, a Member of Smart Economy Action Group, and a Member of Tauranga Carbon Reduction Group.



Thank you

To all our partners and members for your support to make New Zealand a more sustainable nation.

In particular we wish to thank the following significant sponsors:

Million Metres

Alsco
Fonterra
The Body Shop
COR Associates
Foundation North
Ministry for the Environment
Auckland Council

Events

NZI
Yealands
Toitū Envirocare
Department of Conservation
Ricoh
Ministry for Primary Industries
Alsco
EECA
Auckland Council
Waka Kotahi NZ Transport Agency

Other projects

Foundation North
Fuji Xerox
Auckland Council
Bay of Plenty Regional Council
Bayfair
thinkstep
NZ King Salmon
Foodstuffs
Ministry for Primary Industries
3R Group
INZIDE Commercial
Waste Minimisation Fund,
administered by Ministry for the
Environment
Auckland Tourism, Events &
Economic Development (ATEED)
Wellington City Council
Waka Kotahi NZ Transport Agency

Other support

NZI
Bay Trust
Bay of Plenty Regional Council
Tauranga City Council

Sustainable Business Network

The Sustainable Business Network is the largest sustainable business organisation in New Zealand. We're an independent social enterprise. We're a network, a community and a movement. Our role is to transform leading ideas into action in Aotearoa.

We connect organisations, enabling them to collaborate on solutions. We inspire our members to succeed through learning events and sharing their stories. And we help businesses act through projects, campaigns and expert advice.

Passion, action, collaboration and transformation drive our work.



Our Purpose

Empowering
business so people
and nature prosper.

Our Mission

Always connect.
Always inspire.
Build unstoppable
momentum to
restore Aotearoa.

| Outcomes

We progress sustainability in New Zealand through our mission:
Always connect. Always inspire. Build unstoppable momentum
to restore Aotearoa. We:

Connect
organisations,
to foster
collaboration
and growth



Inspire
organisations
to become
more
sustainable



Enable
organisations
to **Act** through
projects, tools
and resources



Outputs

621

members in the network – 10% annual growth (members comprise corporates, small & medium businesses, councils and not for profits).



159

members of The Now Crowd – 52% annual growth (our network of young professionals who drive sustainability in their workplaces).



5,198

attendees at 120 SBN events. These are forums for people to learn about sustainability, connect and be inspired to take action.

"SBN brings a sense of genuine purpose and tangible solutions in the sustainability space for its members and wider community."

Mark Yates, Director, Ecotricity

"The Now Crowd has been a fantastic source of inspiration for me! I always come away from their events with my energy and enthusiasm for making an impact topped up. It's a great feeling to have a like-minded tribe moving in the same direction on things you care about."

Ben Mayer, Beca

Inspire

Outputs

91%

of members surveyed feel better informed about sustainability due to our communications.

24

people upskilled through our Leadership in Sustainable Business course.

996

times our sustainability reports were downloaded from our website. Our practical reports educate and inspire people to act.

683

attendees at the 2019 NZI Sustainable Business Network Awards. The Awards, in their 17th year, celebrate the sustainability achievements of organisations around the country and inspire others to act. The stories of 11 winners and 89 finalists were shared.



Outputs

Act

\$620,509

raised to fund the planting of native trees along NZ waterways through our Million Metres project.

15,192

metres of waterway to be planted with native species as a result of this fundraising.

17

new stream planting projects initiated and supported around New Zealand.

26

people will improve their organisations' plastic packaging as a result of attending our Plastic Packaging Masterclasses.

17

organisations will improve their product stewardship as a result of attending our product stewardship education events.

90

people signed up to join action to restore the mauri (life-giving essence) of Tikapa Moana / The Hauraki Gulf through our Gulf project.

112

people in Wellington educated on food sustainability and resilience.

8

good food businesses mentored to help them grow, through the Good Food Boost.

22

organisations provided with in-depth sustainability advice through our Advisory service.

"Cross-sector collaboration, learning from leading case studies and the development of practical resources have been of real value to the Foodstuffs team. The Plastic Packaging Circular Innovation Programme brings together a range of organisations involved in the NZ packaged-goods system – retailers, brands, packaging manufacturers, recycling and composting sector, central and local government, scientists, NGOs, innovators and industry groups. High-energy facilitation of this diverse cohort and a sharp focus on 'closing the loop' in Aotearoa sets the programme apart from other industry initiatives."

Kelly McLean, Sustainable Packaging Project Manager, Foodstuffs NZ

Sustainable Business Network Incorporated

Independent auditor's report to the Members

Report on the Performance Report

Opinions

We have audited the performance report of Sustainable Business Network Incorporated (the entity), which comprises the the statement of financial position as at 31 March 2020, the entity information, statement of service performance, statement of financial performance and statement of cash flows for the year ended 31 March 2020, and the statement of accounting policies and other explanatory information.

In our opinion:

- a) the reported outcomes and outputs, and quantification of the outputs to the extent practicable, in the statement of service performance are suitable;
- b) the accompanying performance report gives a true and fair view of:
 - i) the entity information for the year then ended;
 - ii) the service performance for the year then ended; and
 - iii) the financial position of Sustainable Business Network Incorporated as at 31 March 2020 and of its financial performance, and cash flows for the year then ended.

in accordance with Public Benefit Entity Simple Format Reporting – Accrual (Not-For-Profit) issued by the New Zealand Accounting Standards Board.

We conducted our audit of the statement of financial performance, statement of financial position, statement of cash flows, statement of accounting policies and notes to the performance report in accordance with International Standards on Auditing (New Zealand) (ISAs (NZ)), and the audit of the entity information and statement of service performance in accordance with the International Standard on Assurance Engagements (New Zealand) ISAE (NZ) 3000 (Revised).

Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Performance Report section of our report. We are independent of the entity in accordance with Professional and Ethical Standard 1 (Revised) Code of Ethics for Assurance Practitioners issued by the New Zealand Auditing and Assurance Standards Board, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other than in our capacity as auditor we have no relationship with, or interests in, the entity.

ACCOUNTANTS & ADVISORS

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PO Box 106 090
Auckland 1143, New Zealand
Telephone: +64 9 366 5000
williambuck.co.nz

William Buck Audit (NZ) Limited

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

The Board is responsible for the other information. The other information comprises the Foreword from the Chair and CEO included in the Annual Report report, but does not include the performance report and our auditor's report thereon.

Our opinion on the performance report does not cover the other information and we do not express any form of audit opinion or assurance conclusion thereon.

In connection with our audit of the performance report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the performance report or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibilities of the Board for the Performance Report

The Board are responsible for:

- a) Identifying outcomes and outputs, and quantifying the outputs to the extent practicable, that are relevant, reliable, comparable and understandable, to report in the statement of service performance;
- b) the preparation of a performance report on behalf of the entity that gives a true and fair view, which comprises:
 - the entity information;
 - the statement of service performance; and
 - the statement of financial performance, statement of financial position, statement of cash flows, statement of accounting policies and notes to the performance reportin accordance with Public Benefit Entity Simple Format Reporting – Accrual (Not-For-Profit) issued by the New Zealand Accounting Standards Board, and
- c) for such internal control as the Board determine is necessary to enable the preparation of the performance report that is free from material misstatement, whether due to fraud or error.

In preparing the performance report, the Board are responsible on behalf of the entity for assessing the entity's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board either intend to liquidate the entity or to cease operations, or have no realistic alternative but to do so.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the performance report 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 ISAs (NZ) and ISAE (NZ) 3000 (Revised) 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 performance report.

As part of an audit in accordance with ISAs (NZ) and ISAE (NZ) 3000 (Revised), we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the performance 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 management.
- Conclude on the appropriateness of the use of the going concern basis of accounting by the Board 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 performance 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 performance report, including the disclosures, and whether the performance report represents the underlying transactions and events in a manner that achieves fair presentation.
- Perform procedures to obtain evidence about and evaluate whether the reported outcomes and outputs, and quantification of the outputs to the extent practicable, are relevant, reliable, comparable and understandable.

We communicate with the Board 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.

The engagement director on the audit resulting in this independent auditor's report is Alison Anderson.

Restriction on Distribution and Use

This report is made solely to the entity's members, as a body. Our audit work has been undertaken so that we might state to the entity's members those matters which we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the entity and the entity's members, as a body, for our audit work, for this report or for the opinions we have formed.



William Buck Audit (NZ) Limited
Auckland
18 June 2020

“

SBN's vision and ability to always deliver is so important for future generations. SBN and its members provide sustainable options for consumers. SBN can be viewed as a deliverer of HOPE for what potentially is a gloomy outlook.”

Member survey response

Statement of Financial Performance

For the year ended 31 March 2020

“How was it funded?” and “What did it cost?”

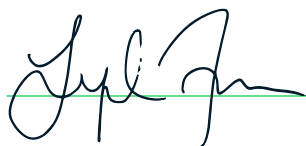
	Note	Actual This Year \$	Budget This Year (Unaudited) \$	Actual Last Year \$
Revenue				
Donations, fundraising and other similar revenue	1	148,857	146,000	60,436
Fees and subscriptions from members	1	846,132	849,679	728,941
Sponsorship revenue from members	1	325,049	314,550	272,467
Sponsorship revenue from public or non-member govt agencies	1	30,000	-	47,500
Revenue from providing goods or services to members	1	574,500	533,925	342,606
Revenue from providing goods or services to public or non-member govt agencies	1	350,389	359,759	282,443
Ticket sales from awards, conference and other events	1	168,264	94,500	97,387
Interest, dividends and other investment revenue	1	18,623	16,345	17,814
Rental Income	1	17,600	16,714	16,713
Total Revenue		2,479,414	2,331,472	1,866,307
Expenses				
Volunteer and employee related costs	2	1,662,358	1,755,631	1,458,058
Costs related to providing goods or services	2	316,834	357,154	294,655
Costs related awards, conference and other events	2	217,986	153,880	127,951
Other expenses	2	31,611	64,438	34,401
Total Expenses		2,228,789	2,331,103	1,915,065
Surplus/(Deficit) for the Year		250,625	369	(48,758)

Statement of Financial Position

As at 31 March 2020

“What the entity owns?” and “What the entity owes?”

	Note	Actual This Year \$	Actual Last Year \$
Assets			
Current Assets			
Bank accounts and cash	3	1,350,721	1,133,220
Debtors and prepayments	3	382,705	300,503
Total Current Assets		1,733,426	1,433,723
Non-Current Assets			
Property, plant and equipment	4	52,679	50,086
Total Non-Current Assets		52,679	50,086
Total Assets		1,786,105	1,483,809
Liabilities			
Current Liabilities			
Creditors and accrued expenses	3	96,618	104,260
Employee costs payable	3	179,110	135,324
Unused donations with conditions	3	147,805	205,813
Unused sponsorship and membership fees with conditions	3	776,859	703,324
Total Current Liabilities		1,200,392	1,148,721
Total Liabilities		1,200,392	1,148,721
Total Assets less Total Liabilities (Net Assets)		585,713	335,088
Accumulated Funds			
Accumulated surpluses or (deficits)	5	585,713	335,088
Total Accumulated Funds		585,713	335,088



Chairperson

18 June 2020

Date



Treasurer

18 June 2020

Date

Statement of Cash Flows

For the year ended 31 March 2020

“How the entity has received and used cash”

	Actual This Year \$	Actual Last Year \$
Cash Flows from Operating Activities		
Cash was received from:		
Donations, fundraising and other similar receipts	57,848	10,000
Sponsorship, grants and other similar receipts	217,849	315,284
Fees, subscriptions and other receipts from members	914,174	874,107
Receipts from providing goods or services	1,303,410	825,371
Interest, dividends and other investment receipts	14,926	24,004
Receipts for MMS projects	405,791	384,011
Net GST	(16,802)	6,389
Cash was applied to:		
Payments to suppliers	653,324	564,628
Payments to employees	1,564,792	1,365,618
Payments to MMS projects now closed	434,276	360,635
Net Cash Flows from Operating Activities	244,804	148,285
Cash flows from Investing and Financing Activities		
Cash was received from:		
Receipts from selling property, plant and equipment	-	393
Cash was applied to:		
Payments to acquire property, plant and equipment	27,303	30,293
Net Cash Flows from Investing and Financing Activities	(27,303)	(29,900)
Net Increase / (Decrease) in Cash	217,501	118,385
Opening Cash	1,133,220	1,014,835
Closing Cash	1,350,721	1,133,220
This is represented by:		
Bank Accounts and Cash	1,350,721	1,133,220

Statement of Accounting Policies

For the year ended 31 March 2020

“How did we do our accounting?”

Basis of Preparation

Sustainable Business Network Incorporated has elected to apply PBE SFR-A (NFP) Public Benefit Entity Simple Format Reporting - Accrual (Not-For-Profit) on the basis that it does not have public accountability and has total annual expenses of equal to or less than \$2,000,000. All transactions in the Performance Report are reported using the accrual basis of accounting. The Performance Report is prepared under the assumption that the entity will continue to operate in the foreseeable future.

Goods and Services Tax (GST)

All amounts are recorded exclusive of GST, except for Debtors and Creditors which are stated inclusive of GST.

Income Tax

Sustainable Business Network Incorporated is wholly exempt from New Zealand income tax having fully complied with all statutory conditions for these exemptions.

Bank Accounts and Cash

Bank accounts and cash in the Statement of Cash Flows comprise cash balances and bank balances (including short term deposits) with original maturities of 90 days or less.

Property, Plant and Equipment

Property Plant and Equipment are included at cost less accumulated depreciation.

Depreciation

Depreciation has been calculated using the maximum rates permitted by the Income Tax Act 1994.

Asset Class	Depn Rate	Depn Method
Office Furniture	10% - 25%	Diminishing Value
Office Equipment	30% - 67%	Diminishing Value

Changes in Accounting Policies

There have been no changes in accounting policies during the financial year (last year - nil)

Notes to the Performance Report

For the year ended 31 March 2020

Note 1: Analysis of Revenue

Revenue Item	Analysis	This Year	Last Year
Donations and other similar revenue	Administration donation	\$ 57,847	\$ 10,000
	MMS admin fee on closed projects	91,010	50,436
	Total	148,857	60,436
Revenue Item	Analysis	This Year	Last Year
Fees, subscriptions from members	Membership fees are billed throughout the year on the members renewal date. An adjustment for membership in advance is made each year at year end.	888,125	770,578
	Transfer of Membership Fees to MMS Project	(41,993)	(41,637)
	Total	846,132	728,941
Revenue Item	Analysis	This Year	Last Year
Sponsorship revenue from members	Administration	\$ 115,245	\$ 119,800
	Awards	173,000	123,500
	Conference	30,000	15,000
	Other Events	6,804	14,167
	Total	325,049	272,467
Revenue Item	Analysis	This Year	Last Year
Sponsorship revenue from public	Administration	\$ 30,000	\$ 25,000
	Awards	-	22,500
	Total	30,000	47,500
Revenue Item	Analysis	This Year	Last Year
Revenue from providing goods or services to members	Sponsorship	\$ -	\$ 7,500
	Project and Advisory partner income	574,500	335,106
	Total	574,500	342,606
Revenue Item	Analysis	This Year	Last Year
Revenue from providing goods or services to non member govt agencies or public	Project and Advisory partner income	\$ 350,389	\$ 282,443
	Total	350,389	282,443
Revenue Item	Analysis	This Year	Last Year
Ticket sales from awards, conference and other events	Awards	\$ 79,919	\$ 67,034
	Conference	49,975	9,409
	Project and Advisory events	8,248	4,189
	Other events	30,122	16,755
	Total	168,264	97,387
Revenue Item	Analysis	This Year	Last Year
Interest, dividends and other investment revenue	Interest	\$ 18,623	\$ 17,814
	Total	18,623	17,814
Revenue Item	Analysis	This Year	Last Year
Rental Income	Sub lease rentals	\$ 17,600	\$ 16,713
	Total	17,600	16,713

Notes to the Performance Report

For the year ended 31 March 2020

Note 2: Analysis of Expenses

Expense Item	Analysis	This Year	Last Year
		\$	\$
Volunteer and employee related costs	Salaries and Wages	1,543,587	1,375,344
	KiwiSaver contributions	45,404	40,534
	ACC levies	2,706	2,405
	Contractors and Project Managers	66,286	36,337
	Staff Training	4,375	3,438
	Total	1,662,358	1,458,058

Expense Item	Analysis	This Year	Last Year
		\$	\$
Costs related to providing goods or services	Catering	20,651	19,537
	Commission/Licence fees	4,919	2,519
	Donations to MMS and other charities	1,153	2,951
	Insurance, repairs and maintenance	14,056	8,636
	IT	87,717	61,230
	Marketing/advertising	44,229	48,187
	Travel	31,407	46,073
	Utilities (rent,rates,power,telephone,internet)	73,734	71,026
	Workshop and event costs (speaker, equipment, venue)	12,331	7,183
	Other admin costs(general,bank fees,stationery, printing,postage,subscriptions,security)	26,637	27,313
	Total	316,834	294,655

Expense Item	Analysis	This Year	Last Year
		\$	\$
Costs related to awards,conference and other events	Marketing and Advertising	21,733	6,537
	Catering	107,470	76,402
	Speaker Fees and Entertainment	11,150	1,750
	Equipment Hire	36,341	23,021
	Venue Hire	20,978	7,202
	Commissions	8,490	3,070
	Other event expenses	11,824	9,969
	Total	217,986	127,951

Expense Item	Analysis	This Year	Last Year
		\$	\$
Other expenses	Auditors Fees	6,901	6,728
	Depreciation	23,215	27,416
	Loss on sale of disposal of assets	1,495	257
		-	
	Total	31,611	34,401

Notes to the Performance Report

For the year ended 31 March 2020

Note 3: Analysis of Assets and Liabilities

		This Year	Last Year
		\$	\$
Asset Item	Analysis		
	Bank accounts and cash		
	Westpac Bank Cheque Accounts	550,569	582,235
	Westpac Bank Savings Accounts	71,794	71,745
	Westpac Term Deposit	728,158	479,040
	Petty Cash	200	200
	Total	1,350,721	1,133,220

		This Year	Last Year
		\$	\$
Asset Item	Analysis		
	Debtors and prepayments		
	Accounts receivable	357,440	288,913
	Prepayments	19,842	9,864
	Accrued Income	5,423	1,726
	Total	382,705	300,503

Notes to the Performance Report

For the year ended 31 March 2020

Note 3: Analysis of Assets and Liabilities

Liability Item	Analysis	This Year \$	Last Year \$
Creditors and accrued expenses	Trade and other payables	23,508	27,030
	GST Payable	73,110	77,230
	Total	96,618	104,260

Liability Item	Analysis	This Year \$	Last Year \$
Employee costs payable	Wages and salaries earned but not yet paid	43,950	27,404
	Holiday pay accrual	65,469	59,985
	Long service leave accrual	8,213	6,044
	PAYE owing	46,653	32,215
	KiwiSaver and Student Loan contributions owing	14,825	9,676
	Total	179,110	135,324

Liability Item	Analysis	This Year \$	Last Year \$
Unused donations with conditions	MMS donations on open projects This account represents funds received by donors and sponsors to our waterways restoration project that the organisation is facilitating with various field partners to restore the health of New Zealand streams with the aim to reach one million metres of riparian planting.		
	Opening Balance 1 April 2019	205,813	120,197
	Donations and Sponsorship	579,159	446,251
	Expenses Incurred	(637,167)	(360,635)
	Total	147,805	205,813

Liability Item	Analysis	This Year \$	Last Year \$
Unused sponsorship and membership fees with conditions	Sponsorship, Project Management and Advisory	299,254	263,004
	Membership	477,605	440,320
	Total	776,859	703,324

Notes to the Performance Report

For the year ended 31 March 2020

Note 4: Property Plant and Equipment

This Year					
Asset Class	Opening Carrying Amount	Purchases	Sales/Disposals	Current Year Depreciation and Impairment	Closing Carrying Amount
Furniture and fixtures	11,521	-	224	1,207	10,090
Office equipment	38,565	27,303	1,271	22,008	42,589
Total	50,086	27,303	1,495	23,215	52,679

Last Year					
Asset Class	Opening Carrying Amount	Purchases	Sales/Disposals	Current Year Depreciation and Impairment	Closing Carrying Amount
Furniture and fixtures	13,429	-	476	1,432	11,521
Office equipment	34,430	30,293	174	25,984	38,565
Total	47,859	30,293	650	27,416	50,086

Note 5: Accumulated funds

This Year				
Description	Capital Contributed by Owners or Members	Accumulated Surpluses or Deficits	Reserves	Total
Opening Balance	-	335,088	-	335,088
Surplus/(Deficit)	-	250,625	-	250,625
Closing Balance	-	585,713	-	585,713

Last Year				
Description	Capital Contributed by Owners or Members	Accumulated Surpluses or Deficits	Reserves	Total
Opening Balance	-	383,846	-	383,846
Surplus/(Deficit)	-	(48,758)	-	(48,758)
Closing Balance	-	335,088	-	335,088

Notes to the Performance Report

For the year ended 31 March 2020

Note 6: Commitments and Contingencies

Commitment	Explanation and Timing	At balance date This Year \$	At balance date Last Year \$
Commitments to lease premises: 8-18 Darby Street, Auckland Central 7-9 Holland St, Te Aro, Wellington	Not later than one year Later than one year and not later than five years Later than five years	54,727 65,161 65,161	49,687 426 -
Total		185,049	50,113

Contingent Liabilities and Guarantees:
There are no contingent liabilities or guarantees as at balance date (Last Year - nil)

Note 7: Goods or Services Provided to the Entity in Kind

Description	Amount
Soar Printing	10,000
Yealands Family Wine	12,636
Hallertau	4,454
Cadence Communications	15,000
The Spinoff	15,000
Corporate AV Services Ltd	5,846
Borderless Productions Ltd	4,285
Regional Facilities	4,000
Garage Project	1,440
Collective Hospitality	3,350
Exhibit Group	5,000
Karma Kola	4,020
GridAKL	2,750
Toyota - provision of the free use of a vehicle	-

Note 8: Description of Related Party Relationship

The Sustainable Business Network Incorporated has a policy to use members for goods and services where possible and these are provided at normal or below trade prices and market rates. Sustainable Business Network Incorporated receives a portion of its funding from Sponsorship and this may be provided from members of the Sustainable Business Network Incorporated.

Note 9: Events After the Balance Date

In March 2020 the country went into lock down as a result of the Covid 19 pandemic. As a result, some April to June 2020 activities have been postponed and the Board have recast their budgets for 2020 to 2021. There has been some assistance provided by the government to reduce the impact on the Charitable Sector. At the date of signing these financial statements the impact on Sustainable Business Network Incorporated as an organisation cannot be fully reasonably estimated. No adjustments have been made to the results or financial position for the year ended 31 March 2020 as a result of the pandemic alert. There were no other events that have occurred after the balance date that would have a material impact on the Performance Report. (Last Year Nil)

Note 10: Assets on Wind Up of the Organisation

If upon the winding up or dissolution of the organisation there remains after the satisfaction of all its debts and liabilities any property whatsoever the same shall not be paid to or distributed among the members of the organisation but shall be given or transferred to some other organisation or body having charitable objects similar to the objects of the first organisation, or to some other charitable organisation or purpose within New Zealand.

