

Dogs NZ ACOD Financial Presentation

The home of Healthy, active and well mannered dogs


Dogs
NEW ZEALAND

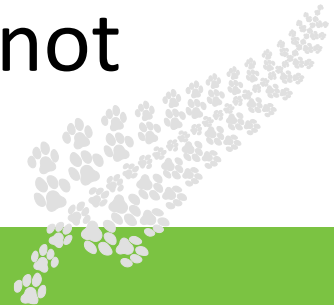


Purina Pro Plan: Proud sponsor of Dogs New Zealand

2022/22 financial result better than budget



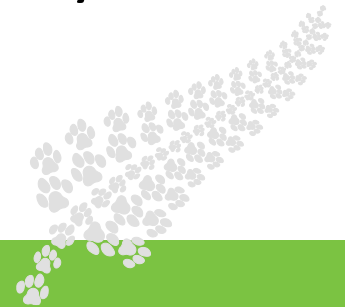
- Significant surplus of \$135k before depreciation for the year ending 31 March 2022
- Results reflect continued strong revenues from Registry, Membership and Gazette
- Focus on cost management
 - Savings of \$280k to budget
 - With continued lockdowns, number of events & conferences activities did not occur



Cash Rich Balance Sheet



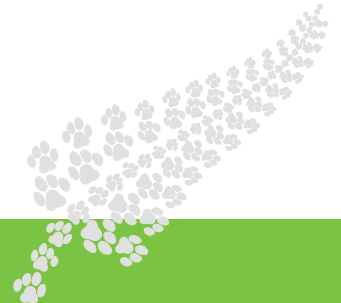
- With the sale of Prosser St and strong cash surplus from trading activities, Cash/Investment Reserves as at 31 May 2022 are \$8.129 million
- Free hold properties including 27ha of land in Auckland with a Telfer Young financial reporting value in the region of \$5.656 million
- This provides us with the ability to fund any future facility / business plan investments that we may wish to undertake



FY 2022-23 Budget – Back to the new normal?



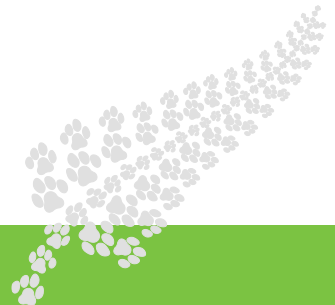
- Small forecast surplus of \$3.3k before depreciation for the year ended 31 March 2023 as we “scale back” to full show schedule and other delayed projects.
- We face a number of challenges in the current FY:
 - Increasing inflationary pressures (e.g postage & travel)
 - Slow down in registry revenue growth
- Management focus on:
 - Annual reviews of all service fees
 - Effective monitoring of expenses



What Capex Investments are we planning?



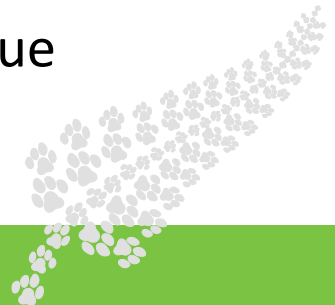
- Capex Committee focus on 3 year programme of investment in Ardmore and Forrester Park venues:
 - Approved \$53k projects for current FY
 - Forecasting additional \$101k in projects in next two FY
- Key Ardmore Projects:
 - Replacement of clear light roof panels
 - Resource consent Lodgement
 - Arena door / building awnings
 - Upgrade parking pad / Arena Drainage
 - Arena lighting / Barn repaint upgrades
 - Commercial Kitchen / Rental House upgrades
 - Bequest projects: “Off the leash park”



What Capex Investments are we planning?



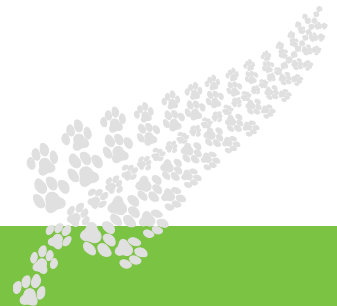
- Key Forrester Park Projects:
 - Spouting / storm water replacement
 - Roof repairs
 - Kitchen upgrades
 - Ventilation upgrades
 - Garden / Entry upgrades
- Other key Capex Committee projects in current FY:
 - Review of Management proposal to purchase National Office building
 - Review of any proposal from Lower North Island Venue Working Group



Business Plan Investments



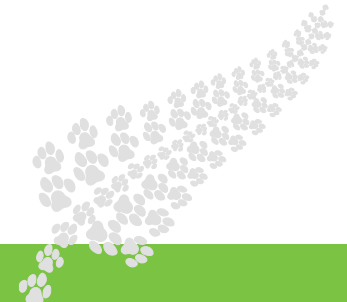
- The FY2022-23 Business Plan identifies 19 key projects that are linked to the 5 key priorities in our 10 Year Strategic Plan
- This years focus is on delivering better service to members:
 - Improving our office systems / registry, membership IT platforms
 - Joint sponsorship programmes



Investment in Staff to improve Membership Services



- National Office currently consists of 11 Staff
 - 8 Full Time / 3 Part Time (Down from 13 in 2021)
- We have invested in two new positions by combining two part-time roles and upgrading a part-time role into a full time position
- Rhea Hurley is our full-time Canine Health & Welfare officer. A qualified vet Rhea will concentrate on:
 - Roll out of RFG Health Testing Scheme
 - Expansion of LRL programmes
 - Scientific advice service to our breeders



Investment in Staff to improve Membership Services



- Sharon Bosma is our full time Executive Administrator who will concentrate on:
 - More timely resolution of complaint / mediation services
 - Support to our Registry / Membership team
 - Additional support for our national event
- With the two new positions we still have the same total working hours in the National Office as we did in 2021. We have just redistributed the work load.

