



# Annual Reports 2018-19





## Mission Statement

To support, promote, develop, and endorse the Myotherapy profession and maintain the highest standards of practice for our members and their clientele.

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# Strategic Plan



## Strategic Plan Summary from 2019+

- Vision** Myotherapy is universally recognised for its ability to enhance the health and quality of life by reducing pain and stress caused by musculoskeletal injury, dysfunction and chronic disease.
- Mission** To develop and endorse the Myotherapy profession, maintain the highest standards of practice for its members, and ensure safe and effective myotherapy care of patients.
- Objectives** To be the Association of choice and leading voice for myotherapists, known for our high standards and integrity, knowledge, graduate programs, support for sector growth, and leadership in governance and practice.

### Myotherapy Association Australia has identified five strategic priorities

**1. GOVERNANCE**  
Myotherapy Australia –  
Maintaining a well governed  
association

**2. SUSTAINABILITY**  
Myotherapy growth -  
achieving a balance between  
available resource and  
industry needs

**3. EDUCATION**  
Myotherapy practice -  
creating and providing  
opportunities to improve  
qualifications, skills and training

**4. ADVOCACY**  
Myotherapy prosperity -  
affecting a more supportive  
operating environment, sector  
growth and development

**5. SELF - REGULATION**  
Myotherapy reputation –  
maintaining high standards of  
practice, integrated and  
relevant to the needs of the  
health sector and patients

### We will implement the following strategies to achieve these strategic priorities

- Developing a 'good governance' plan
- Maintaining diverse board membership with clear roles and defined responsibilities

- Establishing a members' subcommittee, member needs survey & outreach program
- Broadening our revenue base
- Improving student membership, support services and regular outreach points

- Evaluating member training and educational needs
- Implementing a calendar of continuing professional education
- Working closely with training providers and promoting career pathways

- Re-establishing positive relations with health sector and government stakeholders
- Promoting the Private Health Insurance value proposition and consumer choice value
- Ensuring consistent, regular communications with members, students and the health sector

- Maintaining high quality assurance standards, code of conduct, and occupational health and safety standards
- Ensuring member compliance for documentation, processes and professional development
- Maintaining transparent and credible audit processes, adherence and complaint resolution

# President's Report

## 2019 President Reflection

### There has never been a better time to be part of Myotherapy Association Australia.

I am honoured to be granted the privilege of serving to you as the President of MA and bring to you, on behalf of your MA Board, CEO and staff, our annual report for the 2018-19 financial year. As the peak organisation that represents myotherapists nationally, MA play an important role in charting the course for the future of the myotherapy profession. I, together with a team of passionate and enthusiastic Board of Directors, committee volunteers and staff are keen to strengthen the position of MA and advocate for the profession to move it forward as a relevant and reputable provider of services in the allied health sector.

In 2018 MA celebrated its 30 – year milestone. Upon reflection of this you soon realise just how far the profession has progressed in Australia. The Advanced Diploma of Myotherapy was first delivered in 1989 by the Royal Melbourne Institute of Technology (RMIT) in Victoria and has now been adopted by 14 training providers Nationally. Following the submission in July 2002 for the accreditation of a four-year, full-time, Bachelor of Health Science (Myotherapy) program, the Office of Higher Education granted the accreditation in March 2004 and delivery of the degree program commenced immediately, now successfully delivered by two private HE training providers.

### The importance in advocating for our future

The importance of advocating for our professional future can never be overstated, and as we observe rapid change in the educational and professional landscape for myotherapy, MA have invested significant time and resources to ensure we provide a voice for the myotherapy profession. Active participation to educate and advocate to key health stakeholders ensured that myotherapy services maintained private health rebates. The Board of Directors, with the assistance of our Chief Executive Officer and members of our Association continue to build upon these positive relationships and maintain active engagement with Private Healthcare Australia and the Private Health Insurance groups.

## Promotion of the profession

2019 saw the first inaugural National Myotherapy Awareness Week published on the Calendar of events by the Department of Health. This provided an outstanding opportunity to showcase the broad range of conditions addressed by myotherapists. The campaign was successfully adopted by our members and the profession alike across traditional and digital media platforms that ultimately resulted in widespread exposure of the message about myotherapy as a valued allied health service. MA are committed to their members and the profession to ensure we build upon the success of Myotherapy Awareness Week and have considered within our strategic planning opportunities to leverage such campaigns to influence how the consumer and allied health partners think about myotherapy.

## Professional development, an ongoing evolution

MA have identified the importance of ensuring the delivery of high-calibre, ongoing learning opportunities (PD) for our members. Whilst MA continue to advocate for the recognition of the higher level clinical skill and scope of practice myotherapists provide over and above other manual therapies we currently share PHI item codes with, we strive to ensure that our CPD programs are underpinned by evidence-based models and delivered by skilled presenters that are providing greater learning outcomes. At this point I would like to acknowledge and sincerely thank our Professional Development chair, Jocelyn Hepburn and National Conference chair Elise Palmer, along with their team of volunteer committee members that have worked tirelessly to engage members to better understand the range of PD workshops and presenters they hope to see presenting at future events.

## Many thanks

In closing I wish to extend my thanks to the members, who with your support and encouragement instil great confidence in MA's work to further develop the profession. Finally, to my fellow board and committee members, CEO and office staff for their efforts in supporting and maintaining the positive position of our Association.

Kind regards,



Steve Anastasopoulos.

# Myotherapy Association Australia Annual General Meeting

## Monday 8 October 2018

### MINUTES

Meeting opened at 7:40pm

In attendance: 53 listed below. Also online live via webinar - 61 members = Total 114

Steve Anastasopoulos	Gaetan Limsowtin
Melinda Atkinson	Neville Maxfield
Carissa Banks	Daniel McKay
Joanna Bouris	Sue Mickelborough
Brendon Cary	Cameron Miles
Yvette Copling	Jason Nass
Cobie Cowling	Deanna Norris
Michelle David	Elise Palmer
Christine Domino	Joel Phillips
Adrian Duncan	Peter Prskalo
Michelle Dyt	Alana Pryor
Lisa Fiddes	Alysia Raftery
Hayden Green	Julie Redmond
Nieves Hannington	John Rose
Teresa Healey	Adam Rose
Michelle Dyt	Lachlan Ryan
Lisa Fiddes	Nicholas Steward
Hayden Green	Jessica Sullivan
Nieves Hannington	Laurence Westcott
Teresa Healey	Anna Yerondais
Jocelyn Hepburn	
Bradley Holt	Office Staff:
Cindy Hughes	Iris Cass
Prudence King	Genine Cattanach
Georgina Koumantzias	Niki Paspalis
Belinda Lavery	

Welcome and Apologies.

Steve Anastasopoulos, MA President welcomed everyone and thanked them for their attendance.

Minutes of the previous AGM 2017 and matters arising

The Minutes of the AGM held on 10 October 2017 were tabled and accepted without amendment.

Moved by Lisa Fiddes (Board Member) Seconded by Nick Steward (Board Member)

### REPORTS

President's Report – Steve Anastasopoulos

Steve thanked the Board for their commitment during the year. Also thanking Anna in her role as previous President before moving into the current CEO position. He looks forward to another exciting year and meeting as many members and stakeholders going forward..

### CEO'S REPORT

Anna Yerondais encouraged members to open pdf sent with AGM 2018 report.

Conference 2018 held in March was successful. Reminded members to save the date for next year - March 3rd 2019. Topic will be "Better Practice", touching on sustainability, and what does that mean for Myotherapists in the workplace. We will have International presenters – Dry needling, Business practice and Clinical practice. Collaborating sustainability ideas into best practice for the clinical setting

Anna also spoke on the following:

Notification of the rise in membership fees

Engaging more people/organisations to raise our profile

Engaging the right people for the myotherapy profession

Lifting myotherapy profile within the profession

Dissociating with remedial and soft tissue therapists with myotherapists to lobby to bigger bodies, health funds, TAC, etc

Audit Report (Treasurer)

Cameron Miles advised:

2017-2018 financial year – healthy  
Increase in numbers, in particular full Myotherapy members  
Increase in Remedial Massage members  
External PD accreditation income to MA has increased  
Classified advertising increased  
MA Professional Development also increased generating more income  
98% saturation on MA run events

Costs:

- Website upgrade, incorporating online renewal platform
- Insurance costs
- Costs under control
- Profit \$11,500 for last financial year
- Members fund \$136,000 (increase by \$11,500 from previous year)
- Still profitable

Auditor – RyeCrofts  
Accountant – Bob Charles

Tabled audit report from 2017  
Seconded by Nicholas Steward

Cameron and Anna welcomed members questions, no member questions came forward.

Anna spoke to clarify Remedial Massage member rules, 12 months grace period, supporting future myotherapy students (RM members) to sign up with MA

Encouraging online learning – via webinars  
To allow for budgeting Professional Development (PD) for long distance/ time restricted members and the smoothing out of inconsistencies within our PD rules.

Working to upgrade MA's code of practice and code of ethics documents for the Myotherapy profession.

Anna welcoming questions from members: None

Membership numbers – good retention rate with an increase in numbers of transitioning members from other associations.

MA is engaging students in regards to what our Association can offer the future Myotherapists of Australia.

Encouraging MA members to give feedback wherever possible to allow us to know what they are looking for.

MA Social Media platforms are more engaging.

To give the right information, and relevant information, allowing MA to give better info

to the consumers

To increase awareness and understanding about Myotherapy.

Refer to reports for stats, Social Media doubled in past 6 months

Professional Development calendar posted for 2019. Members were encouraged to let us know any suggestions for PD they would like to see going forward.

Questions were welcomed – none forthcoming.

Anna thanked the MA office staff for their loyalty, commitment and patience during the past year.

Also the Board and MA Committees were thanked for their support and time and lastly thanked all MA members.

#### Election of Board Members:

Board of Directors seats vacated this year:

Neil Eager – Vice President

Cameron Miles – Treasurer

Nicholas Steward – Director

Lisa Fiddes – Director

#### Nominees:

Cameron Miles – Seconded by Melinda Atkinson

Deanna Norris – Self Nominated – Seconded by Melinda Atkinson

Jocelyn Hepburn – Self Nominated – Seconded by Melinda Atkinson

Elise Palmer – Self Nominated – Seconded by Melinda Atkinson

There being no objections to the above nominations, all were passed. New members welcomed to the Board. Outgoing members present - Lisa Fiddes and Nick Steward were thanked for their contribution with a small gift.

Questions welcomed, in particular to change of regulations. Currently running poll for online attendees. No objections from members - Submitting new association rules

#### Committee Reports

Professional Development Committee

Membership Committee

Events and Conference Committee

Advocacy Committee

Other Business and Q &A

Meeting Closed – 8.15pm

Guest Speaker – Belinda Hudson of WiliamBuck was welcomed. Her topic was on areas of general and specialist practices providing advice in tax planning, service trusts, income tax and wealth creation strategies. Belinda works closely with the Australian Medical Association Victorian members. Her talk was well received with a number of questions from members.

# Key Objectives 2019/20



Anna Yerondais  
CEO

- Maintain and continue to develop a well-governed and engaged Association.
- Ensure the sustainability of our association through meeting the needs and expectations of our membership.
- Facilitate an annual National Conference for Myotherapists.
- Greater engagement nationally to promote both the association and profession.
- Maintain and further develop the positive relationship with myotherapy training providers and promote exciting career pathways.
- Increase proficiency and extend training and development opportunities of MA Board.
- Increase advocacy position.
- Increase industry partnerships and member benefits.
- Implement new CRM.
- Increase social media engagement to ensure consistency in profiling of the Myotherapy profession across a broader platform.
- Introduce updated association rules and codes, ensuring regular review to maintain high standards of our professional membership.

## 2019/2020 Board Members



Steve Anastasopoulos  
President



Melinda Atkinson  
Vice President



Joceyln Hepburn  
Treasurer



Deanna Norris  
Secretary



Jacqueline Hasler  
Director



Elise Palmer  
Director



Elaine Abery  
Director

Thank you to outgoing board members Michelle David, Deanna Norris and Melinda Atkinson



Cameron Miles  
Director

# 2019 Chief Executive Officer Reflection

*The tides are turning, and we need to ensure we're riding that wave.*

The past 12-months have provided significant opportunity and challenge for Myotherapy Association Australia (MA), which has mobilised our Board and staff in a collaborative effort to produce the MA rolling strategic planning document.

In 2019 we are proud to report to our membership increased numbers in the following areas:

- membership retention
- student engagement activity
- industry partnerships
- stronger, positive engagement with private health insurers
- investment in our advertising and consumer marketing projects

## Setting the plan for our future

This most recent July, our Board of Directors, staff, and members of our association immersed themselves in strategy and planning for the future of our profession. This was an opportunity to carefully consider feedback collected over the past years from our membership (past, current and emerging), training providers, industry partners and the general public. We have carefully considered aspects including interactions and experiences with myotherapy and myotherapists, the rapidly changing and competitive environment that the association (and myotherapy profession) participate in and identify our key priorities that demand an ongoing commitment to working towards achieving successful outcomes.

The Board have committed to a process of regular review and considered this as a rolling strategic plan, rather than one that has a fixed end date. Applying this model ensures that we remain current and can adapt swiftly to the changing industry landscape.

## Upping the ante on your PD activity

MA continue to engage our members to ensure we provide a calendar of PD ac-

tivity relevant to their needs. We continue to introduce new facilitators regularly, ensuring all presentations and training are underpinned by current research and evidence-based practice.

MA is currently planning to introduce online learning opportunities available for PD that will be offered through a new platform in 2020. Our goal is to expand PD opportunities for regional and interstate members by hosting more events in these areas.

## Raising the awareness of myotherapy

A critical activity identified in the 2019+ strategic plan and echoed by the broader myotherapy membership is the need to ensure we continue to strive to position the myotherapy brand and benefits of this service to consumers and the community. Central to this was the ability to actively communicate a patient-centred health, wellbeing and lifestyle message across a range of channels and encouraging myotherapists and businesses engaging with myotherapists to share these messages. This was achieved with the first inaugural National Myotherapy Awareness week, and as highlighted further in the report, enhancing our digital media activity and engagement.

MA will continue the commitment to their membership by producing relevant and current promotional material to inform consumers about the benefits of choosing myotherapy.

Paramount to the successful future of the myotherapy profession is ensuring we advocate strongly and effectively on your behalf. 2019 has proven to be a year whereby we take these challenges head-on to ensure we are seeking the best outcomes for the future of the myotherapy profession.

Engagement with private health insurers remains active, and we will

continue to seek recognition for the higher level of qualification obtained by practitioners. We strive to have myotherapy services moved from natural therapies to the professional services/allied health category for private health member benefits.

We welcome new Board and staff members and thank those past and present

Our association operates as a function of our dedicated staff and the numerous voluntary hours provided by our Board of Directors and committee volunteers. To these people, I extend my most sincere thanks and applaud you on your continued commitment.

This year I say goodbye to our long-standing board member Michelle David and thank her for her time over the many years that she has served to provide her expertise in developing board initiatives to ensure we operate as a member-centric organisation. I also wish to extend to both Deanna Norris and Melinda Atkinson my thanks for your time on the Board, your commitment has been wonderful and I am confident that we will continue engagement with your expertise at some level in the future. I am also very excited to welcome new board members Jacqueline Hasler and Elaine Abery, each bringing their own level of expertise and passion for seeing the advancements of the myotherapy profession.

I am and grateful for the opportunity to continue my service to the Association, Board and membership, and look forward to working collectively with you all to ensure the positive future of our profession.

Kind regards,



Anna Yerondais n Chief Executive Officer

# Treasurer's Report

The Association is consistently working to strengthen our financial position to ensure sustainability in an effort to provide greater delivery of services, including advocacy activity on behalf of our membership and the profession.

2017 marked the first year that MA introduced our insurance member benefit, providing a comprehensive insurance policy with membership fees. This policy is closely reviewed periodically and considered against other products on the market to ensure our members always receive the best level of cover. We are happy to report that following further review and negotiations, this policy now provides extended coverage for members clinical activities at a slightly reduced fee. The introduction of inclusive insurance has contributed to our continued membership growth and the small savings on premiums have allowed for the association to avoid any increase applied to membership fees.

## How we invest our membership fees

In consultation with our membership and other stakeholders we have identified the growing need to provide stronger communication platforms to ensure ongoing membership and consumer engagement. The investment in a new CRM has been slow and somewhat costly to date, however we are happy to report that following extensive review to clearly identifying our business requirements for the CRM/Member management solutions, a new platform will be launched by late February to early March 2020 in addition to updates to our website. Professional development opportunities are continually reviewed ensuring MA provide current, relevant and exciting PD opportunities, as well as engaging external providers of PD inviting them for accreditation of their workshops and/or presentations.

In order for the Association to meet the growing number of members and ensure they receive the highest level of representation, advocacy and services, significant financial resources are required. Our budgets for the financial year ahead will allow for an increase in staffing requirements, including marketing

and management teams. Consistency in engagement with training providers and students is paramount to our success, and provisions are in place to develop our student liaison team to ensure we meet this identified strategy.

## Our current financial status

As identified in the graphs below, memberships continue to grow steadily over the years, and we have observed a healthy surplus over the past 12 months. Much of this growth has been attributed by our Professional Development and Membership revenue categories. As identified in the strategic plan, it is vital to the continued success of the association that current revenue streams are revisited and new ones identified and appropriately invested in to ensure currency in this everchanging landscape.

## In summary

Working closely with our CEO and finance departments, MA maintain a sound financial position and will continue their work to develop and strengthen this to meet the ongoing needs and expectations of our current and future members and the profession.

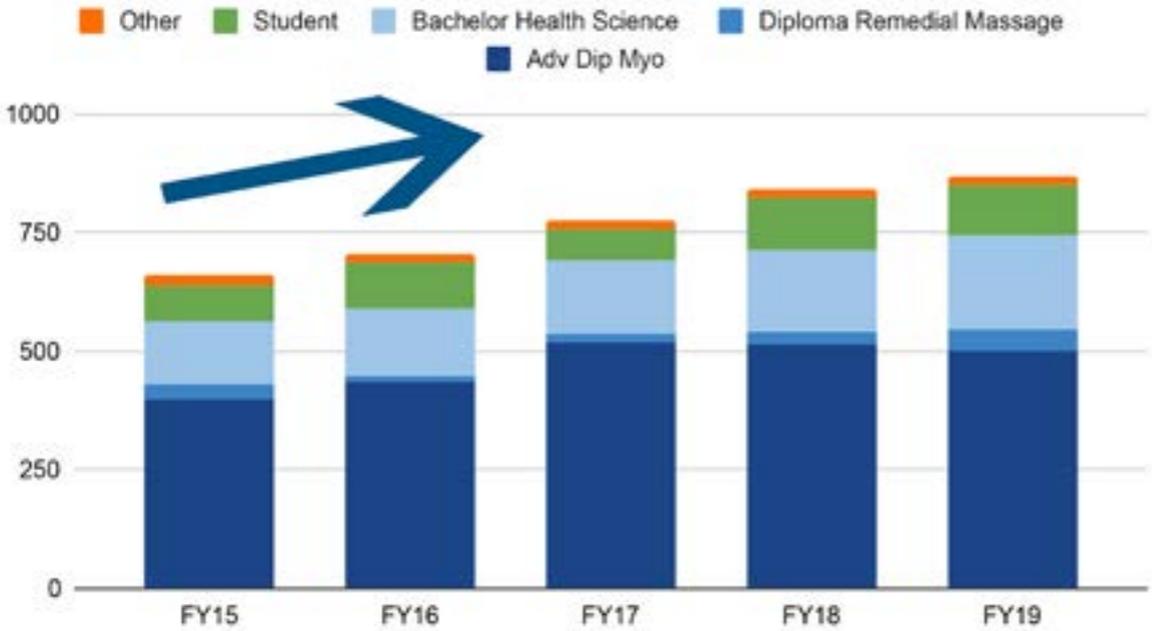
Regards



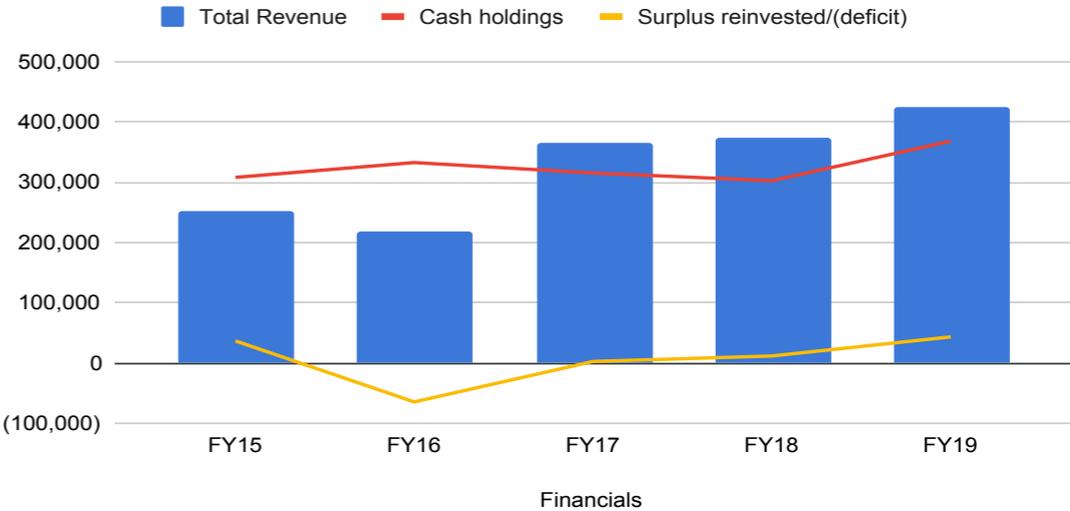
Jocelyn Hepburn  
Treasurer

# Financials

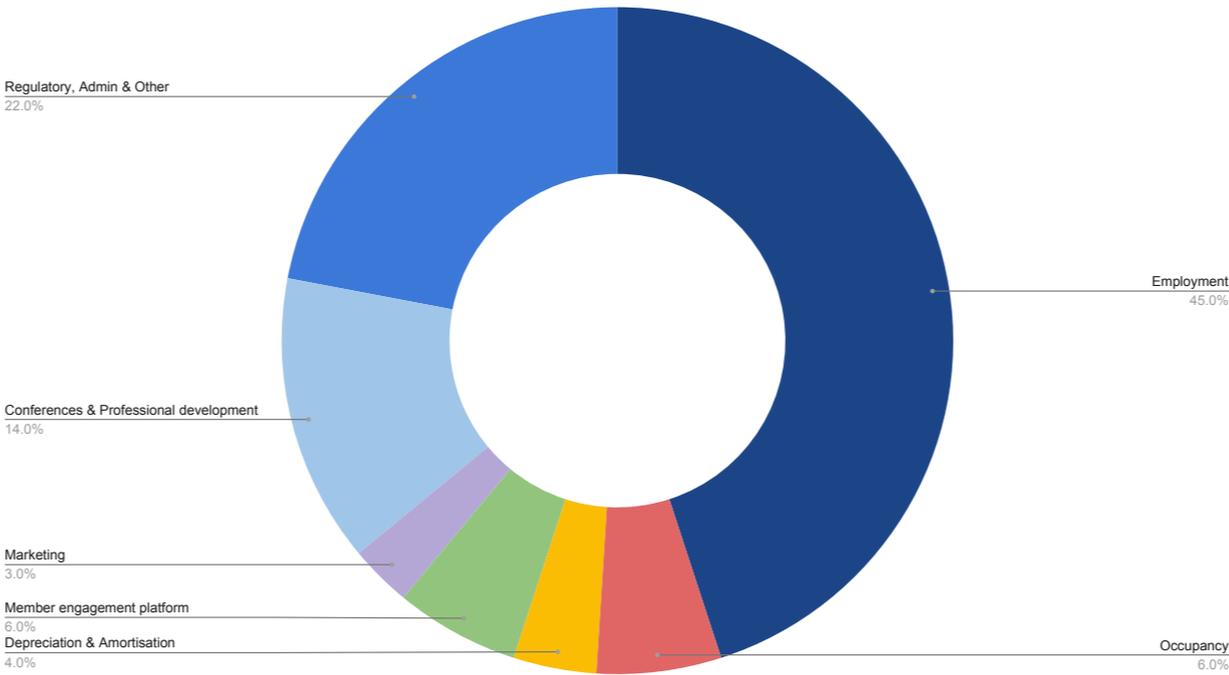
Member numbers



Total Revenue, Cash holdings and Surplus



Key projects & spend to support members future



# MA Sub-Committees

## Membership Committee

**MELINDA ATKINSON (CHAIR)**  
**IAN LIM**  
**LEIGH TING**  
**MELINDA IOANNOU**  
**ANNA YERONDAIS**

## Professional Development

**JOCELYN HEPBURN (CHAIR)**  
**CAREY WHEELER**  
**ANNA DRUM**

## Advocacy

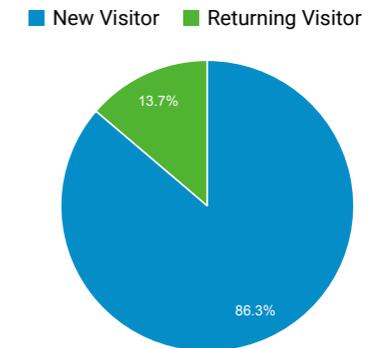
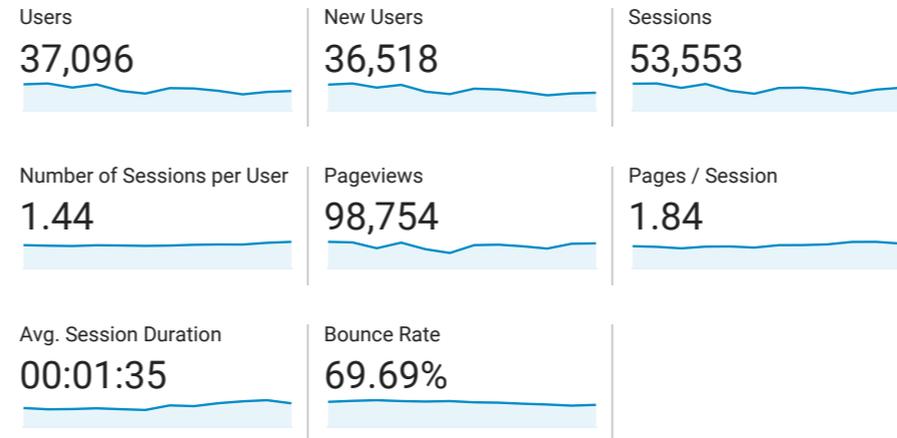
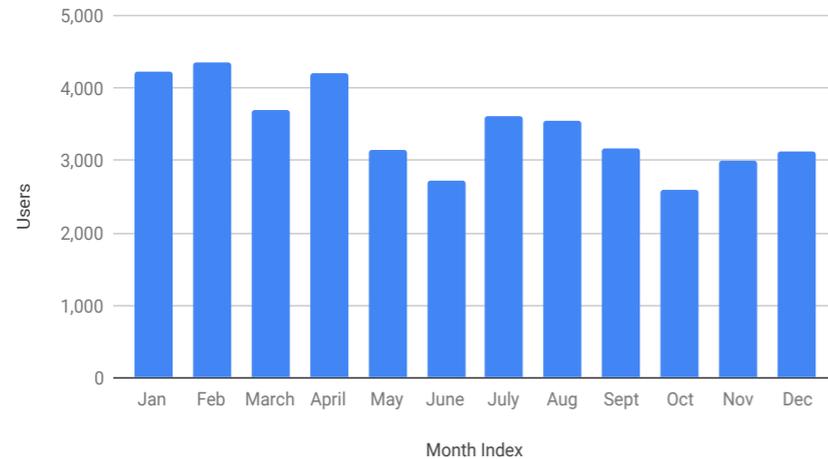
**ANNA YERONDAIS (CHAIR)**  
**NATHAN MCKEOWEN**  
**SAM BALSON**  
**DEANNA NORRIS**

## Events

**ELISE PALMER (CHAIR)**  
**CHER HETHERINGTON**  
**GENINE CATTANACH**  
**NICHOLAS STEWARD**  
**ANNA YERONDAIS**

# Google Analytics

Users vs. Month Index



Users and sessions have stayed relatively on par with last years numbers with one exception which was the Myotherapy Week Campaign. We had double the number of visitors and interaction on our website with strong performance of visitors on landing pages for these campaigns. We continue to have strong New Visitor growth over Returning Visitors.

Organic Searches (Google) and Direct traffic are still proving to be the majority of traffic with Facebook linking our top referral source.

Mobile traffic continues to grow over desktop being the dominant device and social referrals driving strong traffic.

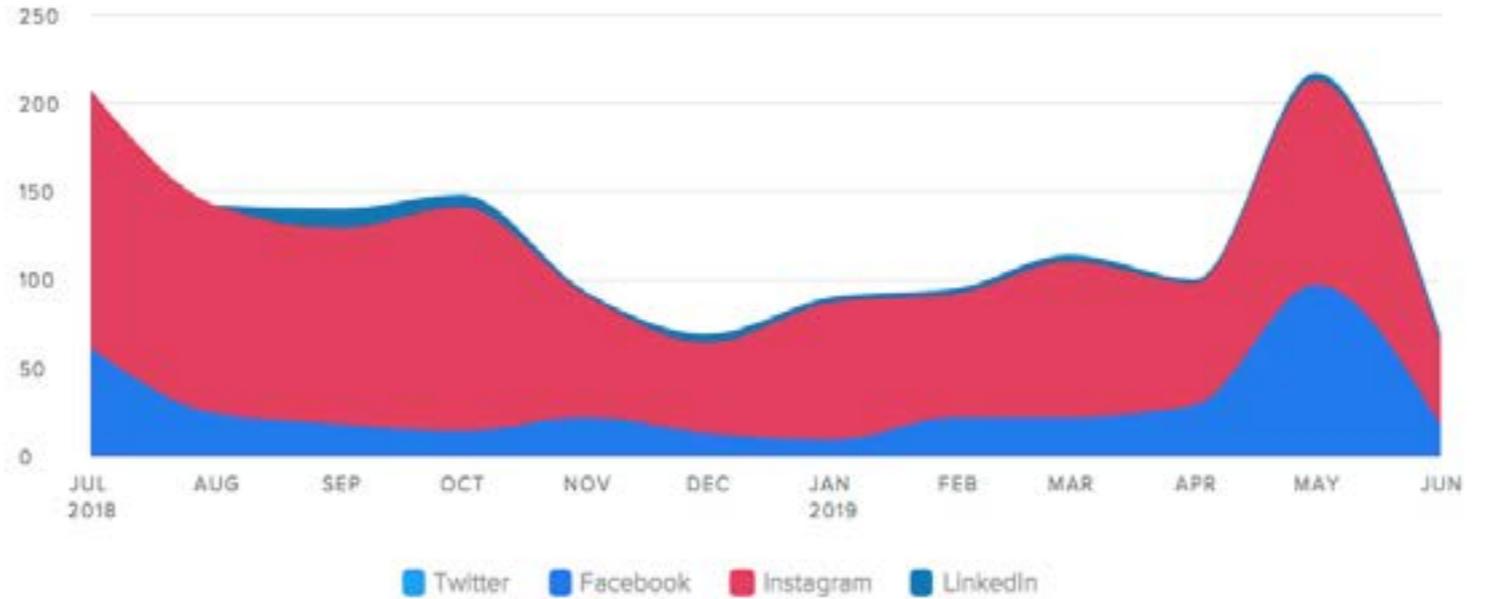
Strongest landing pages include our Homepage, Myotherapy Awareness Week (campaign event), What is Myotherapy, Jobs, and Myotherapists Near You.

City	Users	% Users
1. Melbourne	23,054	61.05%
2. Sydney	3,305	8.75%
3. Brisbane	1,941	5.14%
4. Perth	924	2.45%
5. (not set)	810	2.15%
6. Adelaide	752	1.99%
7. Ashburn	592	1.57%
8. Chicago	569	1.51%
9. Geelong	457	1.21%
10. Canberra	294	0.78%

# Social Media

## Group Audience Growth

Followers Gained, By Month



## FACEBOOK

### Facebook Performance Summary

View your key profile performance metrics from the reporting period.

Impressions	Engagements	Message Link Clicks
266,437 <span>▲ 80.1%</span>	13,007 <span>▲ 9.5%</span>	2,642 <span>▲ 46.1%</span>

Our Facebook audience continues to grow and to be a great referral source as well as our most engaged channel. Our Campaign for Myotherapy Week was very successful in reach and impressions.

Followers are up 34% over the previous year to 1209.

## INSTAGRAM

### Instagram Performance Summary

View your key profile performance metrics from the reporting period.

Impressions	Engagements	Profile Clicks
71,581 <span>▲ 1,125%</span>	4,243 <span>▲ 28,187%</span>	141 <span>▲ 907%</span>

Instagram continues to be an engaged channel with 968 Followers. Myotherapy week proved to be a great awareness campaign with high engagement compared to other months of the year.

## LINKEDIN

### LinkedIn Activity Overview

Impressions	Engagements	Clicks
3,237	205	109

This was our first year with LinkedIn tracking. We continue to grow our followers and it will continue to be our professional platform for Professional outreach.

MYOTHERAPY ASSOCIATION AUSTRALIA INCORPORATED

ABN: 69 036 734 493

REG No: A0018573E

Financial Report for the year ended 30 June 2019

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MYOTHERAPY ASSOCIATION AUSTRALIA INCORPORATED  
 ABN: 69 036 734 493 REG NO: A0018573E

STATEMENT OF COMPREHENSIVE INCOME  
 FOR THE YEAR ENDED 30 JUNE 2019

Contents

	Note	2019 \$	2018 \$
<b>Income</b>			
Other income	2	420,969	372,378
Interest		2,534	2,337
<b>Expenditure</b>			
Administration expenses		(37)	(1,489)
Marketing expenses		(12,227)	(13,999)
Occupancy expenses		(22,592)	(25,181)
Other expenses		(345,403)	(322,472)
		43,244	11,574
Profit for the year		43,244	11,574
Net Profit		43,244	11,574

The accompanying notes form part of these financial statements.  
 These statements should be read in conjunction with the attached compilation report of  
 Larkin Partners Pty Ltd.

MYOTHERAPY ASSOCIATION AUSTRALIA INCORPORATED  
 ABN: 69 036 734 493 REG NO: A0018573E  
 STATEMENT OF FINANCIAL POSITION  
 AS AT 30 JUNE 2019

	Note	2019 \$	2018 \$
<b>ASSETS</b>			
<b>CURRENT ASSETS</b>			
Cash and cash equivalents		367,964	302,317
Trade and other receivables		18,605	2,887
<b>TOTAL CURRENT ASSETS</b>		<b>386,569</b>	<b>305,204</b>
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment	6	24,451	36,731
<b>TOTAL NON-CURRENT ASSETS</b>		<b>24,451</b>	<b>36,731</b>
<b>TOTAL ASSETS</b>		<b>411,020</b>	<b>341,935</b>
<b>LIABILITIES</b>			
<b>CURRENT LIABILITIES</b>			
Trade and other payables		230,778	204,690
Other current liabilities		-	248
<b>TOTAL CURRENT LIABILITIES</b>		<b>230,778</b>	<b>204,938</b>
<b>TOTAL LIABILITIES</b>		<b>230,778</b>	<b>204,938</b>
<b>NET ASSETS</b>		<b>180,242</b>	<b>136,997</b>
<b>MEMBERS FUNDS</b>			
Members Funds at the Start of Year		136,997	125,423
Net Profit / (Loss) for the year		43,245	11,574
<b>MEMBERS FUNDS AT YEAR END</b>		<b>180,242</b>	<b>136,997</b>

The accompanying notes form part of these financial statements.  
 These statements should be read in conjunction with the attached compilation report of  
 Larkin Partners Pty Ltd.

MYOTHERAPY ASSOCIATION AUSTRALIA INCORPORATED

ABN: 69 036 734 493 REG NO: A0018573E

STATEMENT OF CASH FLOW

AS AT 30 JUNE 2019

Note	2019 \$	2018 \$
<b>Cash flows from operating activities</b>		
Receipts from Members, Sales and Activities (Note 2)	420,969	372,378
Payments to employees and suppliers	(365,235)	(362,274)
Interest received	2,534	2,337
Net cash flows from operating activities (a)	<u>58,268</u>	<u>12,469</u>
<b>Cash flows from investing activities</b>		
Proceeds from sale of plant and equipment	-	-
Purchase of plant and equipment	(314)	(27,370)
Net cash flows from investing activities	<u>(314)</u>	<u>(27,370)</u>
<b>Cash flows from financing activities</b>		
(Increase) / Decrease in receivables	(15,718)	(40,648)
Increase / (Decrease) in payables	23,410	(38,551)
Net cash flows from financing activities	<u>7,692</u>	<u>(2,097)</u>
Net (decrease)/increase in cash and cash equivalents held	65,646	(12,804)
Cash and cash equivalents held at the beginning of the year	302,318	315,122
Cash and cash equivalents held at the end of the year	<u>367,964</u>	<u>302,318</u>
<b>a) Reconciliation of net cash flow from operating activities to operating profit after income tax</b>		
Net Profit/(Loss) after income tax	43,244	11,574
Depreciation & Amortisation	15,024	894
Net gain on disposal of property, plant and equipment	-	-
Cash flow from operating activities	<u>58,268</u>	<u>12,469</u>

The accompanying notes form part of these financial statements.

These statements should be read in conjunction with the attached compilation report of Larkin Partners Pty Ltd.

MYOTHERAPY ASSOCIATION AUSTRALIA INCORPORATED  
ABN: 69 036 734 493 REG NO: A0018573E  
NOTES TO THE FINANCIAL STATEMENTS  
AS AT 30 JUNE 2019

NOTE 1

(a) Basis of Preparation

These financial reports are a special purpose financial report prepared in order to satisfy the financial reporting requirements of the Associations Incorporation Reform Act 2012. The Board has determined that the Myotherapy Association Australia is not a reporting entity.

The reports have been prepared in accordance with the requirements of the Associations Incorporation Reform Act 2012 and the following Australian Accounting Standards and other mandatory professional reporting require:

AASB 101 "Presentation of Financial Statements"

AASB 107 "Statement of Cash Flows"

AASB 108 "Accounting Policies, Changes in Accounting Estimates and Errors"

AASB 1031 "Materiality"

AASB 1048 "Interpretations of Standards"

AASB 1054 "Australian Additional Disclosures"

The financial report has been prepared on an accrual basis of accounting including the historical cost convention and going concern basis.

Both the functional and presentation currency of the Institute is Australian dollars (\$).

(b) Statement of Compliance

The financial report is a special purpose financial report which complies with the recognition

and measurement requirements of Australian Accounting Standards.

(c) Going Concern

The financial statements are prepared on a going concern basis.

(d) Other Receivables

Other receivables which generally have 30-day terms, are recognised at invoiced amounts less an allowance for any uncollectible amounts.

(e) Plant and Equipment

Items of plant and equipment are held at cost less accumulated depreciation. These assets are depreciated on a straight line basis over their estimated useful lives between 5 to 10 years.

The assets residual values, useful lives and amortisation methods are reviewed, and adjusted if appropriate, at each financial year end.

Repairs and maintenance are recognised in profit or loss as incurred.

(f) Other Payables

Other payables are carried at cost and due to their short term nature they are not discounted. They represent liabilities for goods and services provided to the Institute prior to the end of the year that are unpaid and arise when the Institute becomes obliged to make future payments in respect of the purchase of these goods and services. The amounts are unsecured and are usually paid within 30 days of recognition.

(g) Revenue Recognition

Revenue is recognised and measured at the fair value of the consideration received or receivable to the extent it is probable that the economic benefits will flow to the Institute and the revenue can be reliably measured. The following specific recognition criteria must also be met before revenue is recognised.

Revenue from the sale of goods is recognised when there has been a transfer of risks and rewards to the customer (through the execution of a sales agreement at the time of delivery of the goods to the customer), no further work or processing is required, the quantity and quality of the goods has been determined, the price is fixed and generally title has passed.

Revenue from memberships is recognised as income in the periods in which the membership relates to.

These notes should be read in conjunction with the attached compilation report of Larkin Partners Pty Ltd.

MYOTHERAPY ASSOCIATION AUSTRALIA INCORPORATED  
 ABN: 69 036 734 493 REG NO: A0018573E  
 NOTES TO THE FINANCIAL STATEMENTS  
 FOR THE YEAR ENDED 30 JUNE 2019

	2019	2018
	\$	\$
<hr/>		
Interest revenue is recognised as interest accrue using the effective interest method		
<b>NOTE 2 - REVENUE FROM ORDINARY ACTIVITIES</b>		
Membership - Full	289,881	248,656
Membership - Remedial	17,051	10,924
Membership - Student	0	4,770
Membership - Affiliate	1,082	636
Advertising	7,055	4,460
Conference/Seminars	97,052	101,730
Accreditation Fees	5,518	1,364
Merchandise	1,258	(189)
Miscellaneous Income	2,072	27
	<u>420,969</u>	<u>372,378</u>
<hr/>		

**NOTE 3: INCOME TAX**

The Institute is exempt from income tax under section 50-5 of the Income Tax Assessment Act 1997

**NOTE 4: REMUNERATION OF AUDITORS**

Fee for audit services for the 2018 audit paid to Melbourne Business Accountants Pty Ltd during 2018 was \$900.00.

**NOTE 5: MEMBERSHIP**

The membership data base has not been relied upon for audit verification but all testing of accounting and bank records supports acceptable accuracy of reported membership fee income.

MYOTHERAPY ASSOCIATION AUSTRALIA INCORPORATED  
 ABN: 69 036 734 493 REG NO: A0018573E  
 NOTES TO THE FINANCIAL STATEMENTS  
 FOR THE YEAR ENDED 30 JUNE 2019

NOTE 6: NON-CURRENT ASSETS	2019 \$	2018 \$
<hr/>		
<i>Office Equipment Cost</i>		
Opening balance	13,570	13,570
Additions	-	-
Disposal	-	-
Closing balance	13,570	13,570
 <i>Accumulated depreciation</i>		
Opening balance	12,474	12,000
Depreciation for year	219	274
Disposal	-	-
Closing balance	12,693	12,474
Office Equipment, net	877	1,096
 <i>Plant &amp; Equipment Cost</i>		
Opening balance	8,008	8,008
Additions	314	0
Disposal	-	-
Closing balance	8,322	8,008
 <i>Accumulated depreciation</i>		
Opening balance	5,527	4,907
Depreciation for year	810	620
Disposal	-	-
Closing balance	6,337	5,527
Office Equipment, net	1,985	2,481

These notes should be read in conjunction with the attached compilation  
 report of Larkin Partners Pty Ltd.

MYOTHERAPY ASSOCIATION AUSTRALIA INCORPORATED  
 ABN: 69 036 734 493 REG NO: A0018573E  
 NOTES TO THE FINANCIAL STATEMENTS  
 FOR THE YEAR ENDED 30 JUNE 2019

NOTE 6: NON-CURRENT ASSETS	2019 \$	2018 \$
<i>Software Development Pool</i>		
Opening Balance	27,370	0
Additions		27,370
Disposals	-	-
<i>Accumulated Depreciation</i>		
Opening Balance	0	0
Depreciation for year	5,781	
Closing Balance	21,589	27,370
 <i>Patents &amp; Trade Marks</i>		
Opening Balance	5,784	5,784
Additions	-	-
Disposals	5,784	-
Closing Balance	0	5,784
<i>Total Non Current Assets</i>	24,451	36,731

NOTE 7: EMPLOYEE NUMBERS

Number of employees: 4

NOTE 8: MAA LIABILITIES

MAA has not incurred liabilities other than in the ordinary course of its activities. Such liabilities can be met from available funds. MAA funds have not been offered as security and no financial guarantees have been given in the name of the MAA.

MYOTHERAPY ASSOCIATION AUSTRALIA INCORPORATED  
ABN: 69 036 734 493 REG NO: A0018573E  
BOARD MEMBERS DECLARATION  
FOR THE YEAR ENDED 30 JUNE 2019

In the opinion of the Directors of the Myotherapy Association Australia Incorporated:

- a) The attached financial statements and notes of the Myotherapy Association of Australia are in accordance with:
- i.) Giving a true and fair view of its financial position as at 30 June 2019 and of its performance for the financial year ended on that date; and
  - ii.) Complying with the requirements of the Associations Incorporation Reform Act 2012; and
- b) There are reasonable grounds to believe the Myotherapy Association Australia Incorporated will be able to pay its debts as and when they become due and payable.

Signed in accordance with a resolution of the Board.

On behalf of the Board



Steve Anastasopolous  
President  
Date: Sept 2019



Jocelyn Hepburn  
Treasurer  
Date: Sept 2019

MYOTHERAPY ASSOCIATION AUSTRALIA INCORPORATED  
ABN: 69 036 734 493 REG NO: A0018573E  
BOARD MEMBERS DECLARATION  
FOR THE YEAR ENDED 30 JUNE 2019

***Compilation Report***

I have compiled the accompanying special purpose financial statements of Myotherapy Association Australia Incorporated which comprise the balance sheet as at 30 June 2019, the income statement and cash flow statement for the year then ended, a summary of significant accounting policies and other explanatory notes.

The specific purpose for which the special purpose financial statements have been prepared is set out in Note 1.

***The responsibility of the proprietor of the entity***

The Board of Myotherapy Association Australia Incorporated is solely responsible for the information contained in the special purpose financial statements, the reliability, accuracy and completeness of the information and for the determination that the basis of accounting used is appropriate to meet their needs and for the purpose that the financial statements were prepared.

***My responsibility***

On the basis of the information provided by the proprietor, I have compiled the accompanying special purpose financial statements in accordance with the basis of accounting as described in the notes to the financial statements and APES 315: Compilation of Financial Information.

I have applied professional expertise in accounting and financial reporting to compile these financial statements in accordance with the basis of accounting described in the notes to the financial statements. I have complied with the relevant ethical requirements of APES 110 Code of Ethics for Professional Accountants.

The accompanying notes form part of these financial statements.  
These statements should be read in conjunction with the attached compilation report of  
Larkin Partners Pty Ltd.

MYOTHERAPY ASSOCIATION AUSTRALIA INCORPORATED  
ABN: 69 036 734 493 REG NO: A0018573E  
BOARD MEMBERS DECLARATION  
FOR THE YEAR ENDED 30 JUNE 2019

***Assurance Disclaimer***

Since a compilation engagement is not an assurance engagement, we are not required to verify the reliability, accuracy or completeness of the information provided to us by management to compile these financial statements. Accordingly, we do not express an audit opinion or a review conclusion on these financial statements.

The special purpose financial statements were prepared exclusively for the benefit of the Board which is responsible for the reliability, accuracy and completeness of the information used to compile them. I do not accept responsibility for the contents of the special purpose financial statements.

Name of Firm: Larkins Partners PTY  
Chartered Accountants

Address: 7/79 - 83 High Street South Kew Vic 3101

Name of Director: Roger W Larkin  
Dated this 4th day of OCTOBER 2019

The accompanying notes form part of these financial statements.  
These statements should be read in conjunction with the attached compilation report of  
Larkin Partners Pty Ltd.



Dear Terry,

This representation letter is provided in connection with your review of the financial report of Myotherapy Association Australia for the year ended 30 June 2019. We confirm, to the best of our knowledge and belief, having made such enquiries as we considered necessary for the purpose of appropriately informing ourselves, the following representations made to you during your audit:

**Financial report**

- We have fulfilled our responsibilities, as set out in the terms of the audit engagement letter for the preparation of the financial report in accordance with Australian Accounting Standards, in particular the financial report is fairly presented in accordance therewith.
- We have disclosed to you the results of our assessment of the risk that the financial report may be materially misstated as a result of fraud.
- Significant assumptions used by us in making accounting estimates, including those measured at fair value are reasonable.
- We have disclosed to you the identity of the entity's related parties and all the related party relationships and transactions of which we are aware.
- Any related party relationships and transactions have been appropriately accounted for and disclosed in accordance with the requirements of Australian Accounting Standards.
- All events subsequent to the date of the financial report and for which Australian Accounting Standards require adjustment or disclosure have been adjusted or disclosed.
- The effects of uncorrected misstatements are immaterial, both individually and in the aggregate, to the financial report as a whole. A list of the uncorrected misstatements is attached to the representation letter.

**Information provided**

We have provided you with:

**General**

- Access to all information of which we are aware that is relevant to the preparation of the financial report such as records, documentation and other matters.
- All requested information, explanations and assistance for the purposes of the 3 October 2019 audit. Unrestricted access to persons within the Association from whom you determined it necessary to obtain audit evidence.
- All transactions have been recorded in the accounting records and are reflected in the financial report.
- We have disclosed to you all known actual or possible litigation and claims whose effects should be considered when preparing the financial report, and accounted for and disclosed them in accordance with the applicable financial reporting framework.
- We have no plans or intentions that may materially affect the carrying values or classification of assets and liabilities.
- The Association has satisfactory title to all assets, and there are no liens or encumbrances on such assets nor have any assets been pledged as collateral that have not been disclosed in the financial report.
- There have been no known instances of non-compliance or suspected non-compliance with laws and regulations or contractual agreements whose effects should be considered in preparing the financial report.

**Fraud**

We acknowledge our responsibility for the design, implementation and maintenance of internal control to prevent and detect fraud and confirm we have disclosed to you:

- The results of our assessment of the risk that the financial report may be materially misstated as a result of fraud
- All information in relation to fraud or suspected fraud that we are aware of and that affects the entity and involves: i. management; ii. employees who have significant roles in internal controls; or iii. others where the fraud could have a material effect in the financial report.
- All information in relation to allegations of fraud, or suspected fraud, affecting the entity's financial report communicated to us by employees, former employees, analysts, regulators or others.

**Commitments**

- There were no material commitments for goods or services at year end, other than those disclosed in the financial report.
- Impairment of assets
- We have considered the requirements of AASB 136: Impairment of assets when assessing the carrying values of assets and in ensuring that no assets within the scope of AASB 136 are stated in excess of their recoverable amount.

**Liabilities**

There are no financial guarantee contracts in place to third parties which could be called upon in the event of a default, other than those disclosed in the financial report.

**Property, plant and equipment**

- Rates of depreciation, applied to reduce book values of individual assets to their estimated residual values, reflect the probable useful lives of those assets to the association.
- Allowances for depreciation have been adjusted for all significant items of property, plant and equipment that have been abandoned or are otherwise unusable.
- The association has no 'make good' obligations in respect of its property, plant and equipment for which it would be required to make a restorative provision under AASB 137 Provisions, contingent liabilities and contingent assets which have not been included in the financial report. Electronic presentation of financial
- report
- With respect to presentation of the financial report on our website, we acknowledge that: a) we are responsible for the electronic presentation of the financial report; b) we will ensure that the electronic version of the audited financial report and the auditor's report on the website will be identical to the final signed hard copy version; c) we will clearly differentiate between audited and unaudited information in the construction of the entity's website as we understand the risk of potential misrepresentation; d) we have assessed the controls over the security and integrity of the data on the website and confirmed that adequate procedures are in place to ensure the integrity of the information presented; and e) we will not present the auditor's report on the full financial report with extracts only of the full financial report.

Yours sincerely,



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Representative of Committee



To the Members of Myotherapy Association Australia Inc.

### ***Report on the Financial Report***

We have reviewed the accompanying financial report of Myotherapy Association Australia Inc., which comprises the Statement of Financial Position at 30 June 2019, the Statement of Comprehensive Income and Statement of Cash Flows for the year ended on that date, and notes to the financial report.

### ***Committees Responsibility for the Annual Financial Report***

The Committee of the Association are responsible for the preparation and fair presentation of the annual financial report in accordance with the Australian Accounting Standards. This responsibility includes establishing and maintaining internal control relevant to the preparation and fair presentation of the annual financial report that is free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

### ***Assurance Practitioner's Responsibility***

Our responsibility is to express a conclusion on the annual financial report based on our review. We conducted our review in accordance with Standard on Review Engagements ASRE 2400 Reviews of Financial Reports Performed by an Assurance Practitioner Who is Not the Auditor of the Entity, in order to state whether, on the basis of the procedures described, anything has come to our attention that causes us to believe that the financial report is not presented fairly, in all material respects, in accordance with the Australian Accounting Standards. ASRE 2400 requires us to comply with the requirements of the applicable code of professional conduct of a professional accounting body.

A review of an annual financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

### ***Independence***

In conducting our review, we have complied with the independence requirements of the Australian professional accounting bodies.

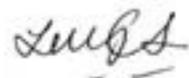
### ***Conclusion***

Based on our review, which is not an audit, nothing has come to our attention that causes us to believe that the annual financial report of Myotherapy Association Australia Inc. does not present fairly, in all material respects, the financial position of Myotherapy Association Australia Inc. as at 30 June 2019 and of its financial performance and its cash flows for the year ended on that date, in accordance with Australian Accounting Standards.

### ***Basis of Accounting, and restriction on Distribution and Use***

The financial statements are prepared to assist Myotherapy Association Australia Inc. to comply with the financial reporting provisions of the contract referred to above. As a result, the financial statements may not be suitable for another purpose. Our report is intended solely for Myotherapy Association Australia Inc. and should not be distributed to or used by parties other than Myotherapy Association Australia Inc.

RYECROFTS PTY LTD



Terry Vail CPA

Dated this 4 October 2019



**MYOTHERAPY**  
**ASSOCIATION**  
AUSTRALIA™

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