




**The
business
that matters
to your business.**

smart

BUSINESS SOLUTIONS

Accounting & Taxation Advisors



How we can help the busy vigneron, distiller or brewer.

The Craft Beer, Distilling and Winemaking Industry is one of the fastest growing segments in the hospitality industry with craft beer, craft spirits and winemakers all making their mark on the Australian independent industry.

The alcohol production and distribution industries are highly regulated in Australia, and navigating these requirements can prove difficult. Whilst some are able to turn their dream into a profitable business, we encourage entrepreneurs to be well informed on the demands, administration and costs associated with such a venture.

SMART Business Solutions are well versed in understanding the requirements and pressures of industry startups, and can guide you on the industry, the licensing administrative and taxation requirements, and how to plan for success with your new venture.

**We believe in two simple realities;
deliver exceptional value, on time.**

Wineries



The Mornington Peninsula is famous for green hinterlands full of boutique wineries offering cellar door experiences and wonderful restaurants.

As glamorous as it may sound to own a winery, the ability to manage the business effectively and profitably is becoming increasingly difficult. Not only did the reduced WET rebate impact cashflow, but fluctuating economic conditions, and extreme weather all present a challenge to traditional business planning.

Managing cashflow for working capital, investment in state-of-the-art equipment and marketing your business seems to be a never-ending juggling act.

As an accounting firm with more winery clients than any other firm in the Mornington Peninsula region, our team understand the risks and opportunities unique to your industry. We take a strategic view of your operations and provide guidance and advice on a number of matters including:

- Accounting and tax compliance
- Wine equalisation tax (WET tax)
- Strategic taxation advice
- Cloud accounting
- Inventory management software
- Structuring and restructuring
- Business management issues
- Cash flow and financing
- Exit and succession planning
- Estate planning



Craft

Breweries

Changing consumer tastes, particularly the shift towards premium beers and the desire for a casual 'craft pub' experience have seen a strong demand that has benefited our local craft breweries.

Many craft beer companies started as a backyard brewer. Growing from a hobby size into a business requires significant investment in equipment for the business to evolve to the next level. Managing cashflow for working capital, investment in state-of-the-art equipment, stock control and marketing your business can make or break the success of the brewery.

As the firm that has more craft brewery clients than any other firm on the Mornington Peninsula and greater Frankston region, our team understand excise taxes, risks and opportunities unique to your industry. We take a strategic view of your operations and provide guidance and advice on a number of matters including:

- Accounting and tax compliance
- Excise tax
- Strategic taxation advice
- Cloud accounting
- Inventory management software
- Structuring and restructuring
- Business management issues
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Distilleries

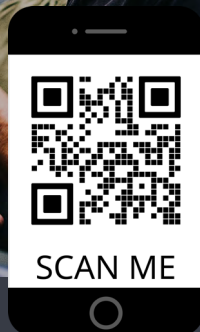
Australians were once strictly importers of mass-produced spirits, making the emergence of a whole new industry so exciting – the boutique distillery. Many new distilleries are opening up on the Mornington Peninsula offering not only the drinks, but an experience. And with the COVID-19 pandemic many distillers have innovated to supply sanitiser in this current environment.

Managing cashflow for working capital, investment in state-of-the-art equipment, stock control and marketing your business can make or break the success of the distillery.

As the firm that has the most craft alcohol clients of any other firm in the area our team understand excise taxes, risks and opportunities unique to your industry. We take a strategic view of your operations and provide guidance and advice on a number of matters including:

- Accounting and tax compliance
- Excise tax
- Strategic taxation advice
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What people say.



"I was referred to SMART from a fellow craft brewer in early 2018 when we wanted to set up a systematic approach to inventory and stock management from the very beginning of our operations.

Shannon and Paul understand the ins and outs of the brewery industry requirements completely and set us up with DEAR Inventory which gave us the insights we needed to manage stock, understand and control our costs and grow our range.

As TWØBAYS Brewing Co has grown, our relationship with SMART has evolved. They've supported our growth, provide sound commercial advice and remain a strong sounding board for all our trickier questions. Shannon offers more than just ticking the 'compliance' box, and as strong commercial acumen and shares her knowledge readily.

The work they did for us, and the wider local business community, during the first few months of the COVID-19 lockdowns was instrumental in us being able to manage through all the uncertainty and chaos of that time. The team work bloody hard, are very responsive and are always ready to help us grow and evolve."

Richard Jeffares, Founder and CEO - TWØBAYS Brewing Co

xero

WINNER XERO Small Business Of The Year FY22

We're here for the long run and we'd like to develop a genuine partnership with you.

The SMART Business Solutions team continues to receive awards in recognition of our technical expertise and contribution to the industry.

We believe the whole team is greater than the individuals alone. We are an enthusiastic and motivated bunch who work together providing outstanding client service.

We are different.

Ask us how our difference will work for you.



XERO AWARDS
SOUTH 2016

VIC ACCOUNTING PARTNER OF THE YEAR 2016

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