

Client Shout Out

From concept to iconic trails, Dirt Design is breaking ground throughout the South.



At McCulloch & Partners, we're proud to have been a part of Dirt Design's journey from the very start. Formerly known as DirtTec Trails, Dirt Design has made a name for itself by creating some of Queenstown's most iconic mountain bike trails and offering top-tier earthmoving services. Specialising in extreme locations and hard-to-reach places, they've mastered the art of building trails that harmonise with the natural environment, ensuring they can be enjoyed for years to come.

The founder of Dirt Design, Kepler Rek, with over 10 years of experience in the trail-building industry, saw a gap in the market for skilled digger operators capable of working in tough terrains with a focus on environmental management and safety. Fast forward to today, and Dirt Design has grown from a one-man operation with a small team of hand builders to a fleet of small diggers, taking on both commercial and residential projects. From digging trenches to site preparation and water management, their expertise goes well beyond trails.



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What sets Dirt Design apart is the excitement they bring to the community. As riders and walkers experience their work, word spreads, and their reputation continues to grow - mostly through passionate advocates who want to see more world-class trails and networks.

Since Dirt Design's inception in 2021, our team at McCulloch & Partners have had the pleasure of providing them with accounting services and strategic advice to help turn their business idea into reality. From assistance with managing their growth to providing advice that their team described as being indispensable, we've been there every step of the way.

We're proud to continue supporting Dirt Design as they expand and we look forward to seeing where their passion for trail building and earthmoving takes them next.

Streamlining for Success with Enhanced Efficiency and Accuracy

Our firm recently assisted a client with optimising their accounts receivable (AR) function, transitioning from a labour-intensive, error-prone manual process to an efficient, automated system. The client's AR team was burdened with transferring data from their point of sale (POS) system to their accounting software. This involved downloading data into Excel, reformatting it, and then uploading it—steps fraught with potential for human error and missing transactions.

Recognising the need for improvement, we conducted a comprehensive process mapping exercise with the client, identifying key areas that would benefit from improved efficiency. By automating the data manipulation and transfer steps, we eliminated human error and streamlined the workflow. Additionally, we implemented an audit log, enhancing transparency and traceability of any changes made to the source documents.

Moreover, we automated significant portions of the month-end reconciliation process between customer source files and POS records. This allowed the AR team to focus on resolving discrepancies rather than on data manipulation. The result? A saving of approximately 2-3 hours per week for two staff members, and around two days per month for the accounts team during month-end close.

These automation solutions not only increased efficiency but also introduced critical safeguards, ensuring accuracy and preventing revenue loss. This case exemplifies how our firm goes beyond standard compliance services to deliver innovative, impactful solutions that drive business success.

If this is something you think your business could benefit from, have a chat with your MCP advisor.

Meri Leask – Celebrating Bluff's Guardian of the sea.

We're incredibly proud to highlight our client Meri Leask, a true inspirational member of our community. For nearly half a century Meri has been the heart and soul of Bluff Fisherman's Radio, a local lifeline for those heading out to sea.

Meri voluntarily guides boats safely home, provides essential weather updates, and supports families during difficult times. With her radio always on, even while in town, Meri makes sure every boat is back and accounted for. "I really love the job" says Meri, and her deep passion is evident in her unwavering dedication and commitment to every boat that leaves local shores.

At McCulloch & Partners, we are honoured to work alongside heroes like Meri and have a proud history in the seafood industry ourselves. We're committed to the success of the industry by providing our comprehensive accounting and business advisory services. But our involvement extends beyond just numbers - we actively support local fishing and lobster businesses through marketing and back-office services. We deal directly with factories, international markets and our logistics partners daily to ensure we can support moving our NZ product to market.

This hands-on commercial involvement gives us a deep understanding of the challenges faced by our clients in the industry and export international markets.

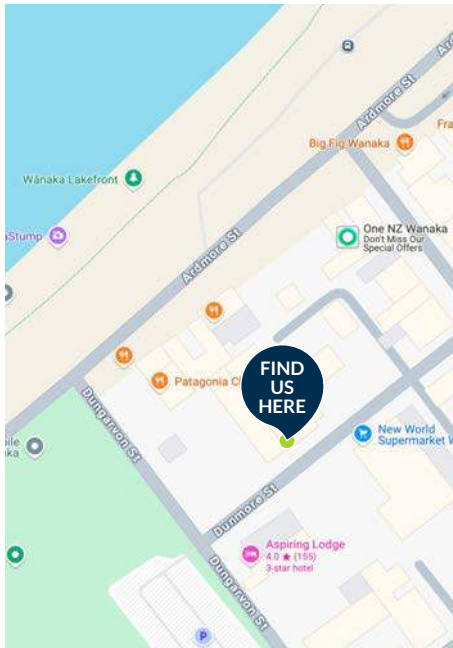
Here's to Meri Leask and all those who make our waters prosperous and safe. Your dedication and hard work is inspirational.



Meri Leask communicates with fishers from her front yard, where the Bluff Harbour intercepts the Foveaux Strait (Source: 1News).

Wanaka Office

We are thrilled to announce the opening of a new office in Wanaka!



This expansion is in response to the increasing growth and demand throughout the region. This will allow us to better serve our clients and continue delivering the high-quality accounting and business advisory services we're known for. We are excited to become a part of the Wanaka community and look forward to building strong relationships with local businesses and clients.

As the team settle in, new internal and external signage will be popping up over the coming weeks.

As we grow, our commitment to providing top quality, personalised support remains stronger than ever.

If you're in the area make sure to swing by and check us out on the **1st Floor of Spencer House Mall at 29-31 Dunmore Street.**

Industry Solutions – Farming and Rural

Running a farming or rural-based business involves navigating a complex landscape with challenges such as unpredictable weather and fluctuating commodity markets.

At McCulloch & Partners, we understand these unique challenges and are here to offer tailored support. Whether you need guidance on farm sales and purchases, optimising ownership structures, managing budgeting and cash flow, or handling taxation and financial reporting, we've got you covered. Our expertise also extends to benchmarking and developing robust succession plans.

Partner with us to streamline your operations and secure future plans for your rural business. Reach out to your MCP advisor to explore how we can help.

Business Valuations

Whether you're buying, selling, merging, or planning for succession, understanding your business's true value is essential.

Key factors to consider in your business valuations include:

- + Different valuation methods (income, asset-based)
- + Assessing intangible assets and intellectual property
- + Preparing detailed financial statements and forecasts

Our advisors can provide comprehensive business valuation services to guide you through every step of the process. Let us help you make informed decisions and achieve your business goals.



Staff Updates

Congratulations to Melanie Tomlins who has been announced as the Regional Leader of the Dairy Women's Network.

The network is a highly respected and influential organisation within the dairy industry, playing a pivotal role as one of the four partners in the industry strategy, Dairy Tomorrow. This inspiring network is driven by a growth strategy rooted in its vision of enabling transformational change in dairy businesses.

The Regional Leader is a key role in providing learning and networking opportunities to women in the region. This leadership role will support local communities in meeting the needs of the Dairy Women's Network members and industry groups. As a regional leader, Melanie will be running and attending events within the region each year with the local team, as well as being part of the national team by attending workshops and forums.

Melanie is excited about the opportunity to forge new connections and meet the remarkable women who make up the Dairy Women's Network.



Staff Celebrations

We would like to congratulate Fiona Pahl on gaining her Chartered Accountant Qualification!



MCP Social Club

On Friday, 13th September, the Invercargill Office adorned Red, Black & White to show our support for the Southland Charity Hospital.

We shared a morning tea, along with donations from all and voted for the 'Best Dressed', who won a hamper and bottle of wine gifted from our MCP Social Club.

Members of our Social Club also visited our brick, and plaque, which is now on display at the completed Charity Hospital site. It's so wonderful to see this facility in bricks and mortar, literally!



150 Year Milestone

Partners Past and Present

McCulloch & Partners has 150 years of experience in excellence, and few have embodied our ethos quite like our partners.

Partners since 1874

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1874 George Featherstone, Peter Gilkison, Joseph Holloway 1916 David Rutledge
 1922 Adam Adamson 1926 Charles Francis 1942 Allan Harrington 1954 Maurice
 Christie 1954 Clifford Broad 1968 Ian Folster 1969 Brian Hall 1971 Cameron
 McCulloch 1973 Barry Thomas 1979 Michael Piper 1979 Robin Goodall 1979
 Bryan Collie 1981 Lois Russell (nee Richardson) 1981 Stephen Brown 1988 Murray
 Rankin 1989 Donald Bennett 1991 Peter Carnahan 1995 Ross Jackson 2001 Donald
 Jackson 2006 Greg Munro 2007 Grant McCulloch 2008 Mark Bain 2014 Kieran
 Middleton 2018 James Harvey, Matt Harris 2023 Megan Clark 2024 Mark Jordan

Find us on Facebook

Our Facebook page is where we share staff and client achievements, industry news, tips and reminders, upcoming events or important changes that may affect you and/or your business.

Drop by and give our page a like so we can make sure you are kept in the loop between newsletter editions or meetings with your advisors.



Find us here: www.facebook.com/McCullochPartners



Key Dates: October - December 2024

October		December	
7 Oct	PAYE: (Large Employers) for the period 16 September to 30 September.	5 Dec	PAYE: (Large Employers) for the period 16 November to 31 November.
21 Oct	PAYE: (Small Employers) for the period 1 September to 30 September. PAYE: (Large Employers) for the period 1 October to 15 October.	20 Dec	PAYE: (Small Employers) for the period 1 November to 30 November. PAYE: (Large Employers) for the period 1 December to 15 December.
28 Oct	GST: Return and payment due for the period ended 30 September. Provisional Tax: <ul style="list-style-type: none"> 1st Instalment (March balance date, six monthly GST) 		
November			
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