

# Australian Distillers Association

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The Voice of Australia's Craft Distilleries



**The Australian Distillers Association (ADA) is the peak national body representing Australian spirits producers.**

**Our role is to advocate, support, and promote the interests of the Australian distilling industry to ensure a successful, sustainable, and globally competitive sector.**

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# Industry Snapshot



700 distilleries and manufacturing plants in Australia



**366**  
MILLION

The industry manufactures 366 million litres of finished product each year, using local and imported ingredients.



**3.5**  
MILLION

There were 3.5 million distillery door visits in FY23 by local, interstate and international patrons, generating \$58 million revenue in FY23

\$ **15.5**  
BILLION

Spirits manufacturing contributed \$15.5 billion in total economic activity in FY23



**100,000**  
JOBS



The industry supports 100,000 jobs, with 51,300 job directly supported in manufacturing, wholesaling, retailing and hospitality, and a further 48,700 jobs indirectly supported

**50%**

of businesses are located in regional areas



Every person employed in the Australian spirits industry supports another person employed elsewhere in the economy



The spirits industry indirectly contributes to industries such as agriculture, packaging, marketing freight, and professional services.



Strong pipeline of young workers and gender equity - 44% of the workforce are women, and more than half are under 35.

# Why become a member?

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EARP Distillery (NSW, Newcastle)

The Australian Distillers Association (ADA) exists to represent and strengthen Australia's distilling industry.

But we are more than an industry Association, we are a community. A community of 400+ distilleries and their supply chain partners that work together to ensure collective success.

Working closely with our members, we play a critical role in helping to level regulatory playing fields, to provide valuable information and resources to ensure our members lives are a little easier and to promote the unique contribution Australian craft distilleries make to the nation.

Being a member gives you the opportunity to participate in the conversation, the strategy and to share in the wins.

What your membership supports in 2026:

- Excise reform and broader advocacy
- Pursuing the creation of Spirits Australia
- Developing brand Spirits Australia
- Export development and global promotion via the Trade Diversification Program
- Education and training, safety and compliance resources
- More bespoke rates and deals to save you \$\$\$
- Networking and learning
- National and state integration
- More resources to make it easier to do business
- A national industry conference and exhibition - 3 jammed packed days of fun, learning and networking
- A seat at the table with Spirits & Cocktails Australia, Alcohol Beverages Australia, & ABAC
- A worldwide look at alcohol regulation via the UN & WHO
- More communication on all the things!

# What's in it for you?

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By joining the Australian Distillers Association, you are part of one of the fastest growing and most diverse industries in Australia.

You share our passion for the industry, have exceptional products and services and are all about collaboration.

No matter what stage your businesses is in there's a membership option for you.

Being a member will deliver you and your team the following benefits:

## **Advocacy on ALL the things**

A strong national voice advocating on the issues that matter most such as a fairer regulatory and taxation settings so you can grow sustainably.

## **Connection**

A network of peers and partners who understand the distilling landscape and champion the success of Australian spirits.

## **Knowledge that builds confidence**

Stay informed with industry updates, member resources and professional development opportunities — including access to Australia's national distilling conference and exhibition.

## **Member-only tools that save time and reduce risk**

Practical guidance and resources designed to support compliance, decision-making, and the day-to-day realities of running a distilling business.

## **Visibility and leadership**

Be recognised as part of the community shaping the future of Australian distilling — now and into the future.

## **Real value for your business**

Membership can save you thousands through included services, resources and discounts.



# Member benefits

## Membership that pays for itself – real commercial value

Membership of the Australian Distillers Association is not a cost. It is a commercial advantage – an investment in your business. We exist to protect your licence to operate, improve your margins and strengthen the future of our community.



## Advocacy & industry representation

Estimated value:  
\$5,000 – \$20,000

Policy decisions on excise, ATO compliance, labelling, container deposit schemes, export settings and regulation directly impact profitability.

## Compliance & risk reduction

Estimated value:  
\$3,000 – \$10,000

- Safety templates and operational guidance
- Regulatory alerts
- Reduced risk of fines, shutdowns or audit exposure - a single ATO error, WHS breach or labelling mistake can cost tens of thousands.

## Exclusive commercial partnerships

Estimated savings:  
\$2,000 – \$15,000

Member-only rates and negotiated programs covering:

- Insurance
- Freight & logistics
- Energy contracts

For many distilleries, insurance savings alone can exceed annual membership fees with some members reporting savings of over \$24,000 p.a

## National Conference Access

Estimated value:  
\$2,000 – \$4,000

Australia's leading industry conference delivers:

- Regulatory updates and technical education
- Supplier access
- Peer networking and all the feel goods!

Members receive discounted registration and priority access.

## Industry training & development

Estimated value:  
\$1,000 – \$5,000

- Certified safety training pathways
- Workshops and webinars
- Access to funding programs
- Technical standards

## Market access & export support

Estimated value:  
\$5,000 – \$10,000

- Alignment with national export strategy and participation opportunities via the Trade Diversification Network Program
- Industry-wide international representation
- Brand Australia tools and use of branding (coming in 2026)

When the category grows, every member brand benefits.

# Membership overview

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# Distilling membership



To join as a Distilling Member, you must:

- Own a still
- Hold a Manufacturer's Licence
- Hold an Australian ABN and (if applicable) hold a State licence
- Declare that you distil at least 51% of your alcohol from your equipment

Membership Category	Best for	Eligibility criteria	Voting rights	Fee (per annum + GST)
Establishing	New distilleries getting started	Sold less than 1,000 bottles Max 2 years, then moves to Small Producer (or lapses)	Non-voting	\$300
Small Producer	Distilleries under the excise remission threshold	Production is below the Alcohol Manufacturers Remission (\$400,000, as of 1 <sup>st</sup> July 2026)	Full Membership – Voting rights	\$850
Medium Producer	Growing distilleries approaching/ exceeding the excise threshold	Production volume to exceed the excise remission (or projected to exceed) in the current financial year	Full Membership – Voting rights	\$1,250
Large Producer	High-volume distilleries	Production that exceeds 50,000 LAL's of production in any 12-month period.	Full Membership – Voting rights	\$2,300

Husk Distillers, New South Wales

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*Being part of the Australian Distillers Association has been instrumental in building a globally relevant brand from one of the most remote distilling locations in Australia. Operating on an island means logistics, compliance and market access aren't theoretical challenges - they're daily realities. ADA provides the national alignment and industry backing that gives us confidence to scale beyond our island home.*

*What I value most is the maturity of the network. The Australian distilling sector is ambitious, collaborative and globally minded. Through ADA, we're not building in isolation - we're contributing to a stronger national spirits category. When the industry grows, every regional distillery grows with it.*

**ADA Member**

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*Being part of the ADA has given us real confidence as we've scaled our distillery. The regulatory landscape can shift quickly, and having access to industry updates, resources and a national voice advocating on excise reform makes a tangible difference to how we plan and invest.*

*What we value most is the sense of community. Whether it's connecting with other distillers at conference or sharing knowledge behind the scenes, membership has helped us grow stronger — not just as a business, but as part of a broader Australian spirits industry.*

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**ADA Member**

# Industry and Trade membership



Quality ingredients - supporting Australian farmers across the nation

A category dedicated to individuals or businesses that support or supply, provide services or are aligned with the Australian spirits industry.

Industry & Trade Members play a vital role in strengthening the Australian spirits ecosystem and your investment provides access to more than 400+ distillers across the country.

We hope that you see an investment with us not only delivers returned benefit but at the same time supports the growth of our industry.

#### Trade and Industry membership is open to:

- Equipment and infrastructure suppliers
- Ingredients and packaging suppliers
- Freight and logistics providers
- Marketing, PR, design and digital services
- Legal, finance, compliance and insurance
- Technology platforms and software providers
- Training and education providers
- Individuals who are super keen to be part of the team!

This category is not open to Distilleries of any size.

#### Benefits at a glance:

- Supporter profile appearing on the directory and in member communications
- Member-only opportunities to attend and/or sponsor networking/education events and the Annual Conference
- Provide resources, host webinars and share expertise with members
- Connection via ADA relationship with State Distilling Associations and our strategic partners
- Offer discounts, bespoke rates or deals.

#### Membership fee:

\$1,000 per annum plus GST (from 1 July 2026).

# Australian Distillers Association

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Need more information or would like to chat?

Feel free to reach out to:  
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