

**Profit & Loss [With Last Year]**

January 2016 To July 2016

ABN: 85 554 483 914

Email: voa@netspace.net.au

	This Year	% of Sales	Last Year	LY % of Sales
<b>Income</b>				
Event Entry Fee Receipts				
Major Events & Carnivals				
Aus Champs carnival	\$0.00	0.0%	\$60,186.48	41.4%
Australian MTBO Champ's	\$0.00	0.0%	\$2,047.28	1.4%
<b>Total Major Events &amp; Carnivals</b>	<b>\$0.00</b>	<b>0.0%</b>	<b>\$62,233.76</b>	<b>42.8%</b>
Victorian Schools Champ'ships				
Secondary Schools Champ's	\$2,889.35	1.6%	\$3,473.18	2.4%
Schools MTBO Championships	\$143.06	0.1%	\$338.19	0.2%
<b>Total Victorian Schools Champ'ships</b>	<b>\$3,032.41</b>	<b>1.7%</b>	<b>\$3,811.37</b>	<b>2.6%</b>
<b>Total Event Entry Fee Receipts</b>	<b>\$3,032.41</b>	<b>1.7%</b>	<b>\$66,045.13</b>	<b>45.4%</b>
Fees & Subscriptions				
Membership Fees	\$10,544.47	5.8%	\$9,881.00	6.8%
Magazine subscription	\$2,968.23	1.6%	\$3,772.70	2.6%
Club Affiliation Fees	\$1,636.37	0.9%	\$818.19	0.6%
<b>Total Fees &amp; Subscriptions</b>	<b>\$15,149.07</b>	<b>8.3%</b>	<b>\$14,471.89</b>	<b>9.9%</b>
Grants Received				
OA Participation Grant	\$18,840.00	10.3%	\$0.00	0.0%
ASC grant	\$19,765.45	10.8%	\$0.00	0.0%
Sporting Schools	\$0.00	0.0%	\$13,700.00	9.4%
Dept of Health & Human Service	\$53,000.00	29.0%	\$0.00	0.0%
Dept of Planning & Comm Devel	\$0.00	0.0%	\$16,000.00	11.0%
<b>Total Grants Received</b>	<b>\$91,605.45</b>	<b>50.2%</b>	<b>\$29,700.00</b>	<b>20.4%</b>
Levies				
Event Levies	\$32,476.42	17.8%	\$11,806.77	8.1%
<b>Total Levies</b>	<b>\$32,476.42</b>	<b>17.8%</b>	<b>\$11,806.77</b>	<b>8.1%</b>
Merchandise & Map Sales				
Map Sales	\$0.00	0.0%	\$113.64	0.1%
SI Cards	\$411.82	0.2%	\$793.64	0.5%
Finger Bands	\$0.00	0.0%	\$2.73	0.0%
<b>Total Merchandise &amp; Map Sales</b>	<b>\$411.82</b>	<b>0.2%</b>	<b>\$910.01</b>	<b>0.6%</b>
Promotion & Development				
Talent Identification Camp	\$0.00	0.0%	\$2,890.88	2.0%
School & Corporate	\$39,668.49	21.7%	\$18,880.43	13.0%
NOL competition	\$0.00	0.0%	\$750.00	0.5%
<b>Total Promotion &amp; Development</b>	<b>\$39,668.49</b>	<b>21.7%</b>	<b>\$22,521.31</b>	<b>15.5%</b>
Sundry Income				
Miscellaneous Receipts	\$50.00	0.0%	\$0.00	0.0%
State Team Uniform Sales	\$136.36	0.1%	\$0.00	0.0%
<b>Total Sundry Income</b>	<b>\$186.36</b>	<b>0.1%</b>	<b>\$0.00</b>	<b>0.0%</b>
<b>Total Income</b>	<b>\$182,530.02</b>	<b>100.0%</b>	<b>\$145,455.11</b>	<b>100.0%</b>
<b>Cost of Sales</b>				
Purchases for Resale				
SI Cards - Stock depletion	\$187.04	0.1%	\$758.35	0.5%
<b>Total Purchases for Resale</b>	<b>\$187.04</b>	<b>0.1%</b>	<b>\$758.35</b>	<b>0.5%</b>
Event Costs				
Event Entry Refunds	\$0.00	0.0%	\$20.00	0.0%
ASOC costs	\$4,502.51	2.5%	\$0.00	0.0%
Maps				

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Map Production	\$8,242.27	4.5%	\$2,900.00	2.0%
Map Printing	\$556.36	0.3%	\$3,334.55	2.3%
<b>Total Maps</b>	<b>\$8,798.63</b>	<b>4.8%</b>	<b>\$6,234.55</b>	<b>4.3%</b>
Permit Fees	\$336.27	0.2%	\$4,996.20	3.4%
Wages - Event Staff	\$300.00	0.2%	\$252.00	0.2%
Event Costs	(\$1,707.97)	(0.9)%	\$1,654.59	1.1%
<b>Total Event Costs</b>	<b>\$12,229.44</b>	<b>6.7%</b>	<b>\$13,157.34</b>	<b>9.0%</b>
<b>Promotion &amp; Development</b>				
Junior Development				
Junior Development Wages	\$7,910.95	4.3%	\$0.00	0.0%
Junior Development Other	\$68.18	0.0%	\$0.00	0.0%
<b>Total Junior Development</b>	<b>\$7,979.13</b>	<b>4.4%</b>	<b>\$0.00</b>	<b>0.0%</b>
Light refreshments - P&D	\$0.00	0.0%	\$10.59	0.0%
Postage P&D	\$78.18	0.0%	\$42.63	0.0%
Printing & stationery	\$791.02	0.4%	\$791.67	0.5%
Road Signs	\$429.09	0.2%	\$0.00	0.0%
Wages - P & D Assistants	\$5,002.50	2.7%	\$4,555.64	3.1%
Wages - Sporting Schools Staff	\$7,918.75	4.3%	\$1,091.25	0.8%
MV Allow. - Sporting Schools	\$1,159.65	0.6%	\$338.40	0.2%
Sporting Schools - expenses	\$0.00	0.0%	\$1,295.58	0.9%
<b>Total Promotion &amp; Development</b>	<b>\$23,358.32</b>	<b>12.8%</b>	<b>\$8,125.76</b>	<b>5.6%</b>
<b>Training Courses</b>				
Trainer Fees	\$0.00	0.0%	\$109.09	0.1%
<b>Total Training Courses</b>	<b>\$0.00</b>	<b>0.0%</b>	<b>\$109.09</b>	<b>0.1%</b>
<b>Total Cost of Sales</b>	<b>\$35,774.80</b>	<b>19.6%</b>	<b>\$22,150.54</b>	<b>15.2%</b>
<b>Gross Profit</b>	<b>\$146,755.22</b>	<b>80.4%</b>	<b>\$123,304.57</b>	<b>84.8%</b>
<b>Expenses</b>				
Audit Fees	\$2,700.00	1.5%	\$1,945.45	1.3%
Bank Fees & Charges				
Bank Account Fees	\$190.50	0.1%	\$140.23	0.1%
Lodgement Fees	\$108.80	0.1%	\$53.00	0.0%
Credit Card Merchant Fees	(\$40.00)	0.0%	\$60.00	0.0%
Entry Charge	(\$1.25)	0.0%	\$0.00	0.0%
PayPal / POLi Fees	\$246.91	0.1%	\$2,342.23	1.6%
<b>Total Bank Fees &amp; Charges</b>	<b>\$504.96</b>	<b>0.3%</b>	<b>\$2,595.46</b>	<b>1.8%</b>
<b>Employee Costs</b>				
MV Allowances (c/km)	\$3,204.93	1.8%	\$2,648.28	1.8%
Employee Travel Reimbursements	\$30.78	0.0%	\$18.65	0.0%
Wages - Permanent Staff				
Wages - Administration Work	\$22,441.80	12.3%	\$20,440.20	14.1%
Wages - P&D Work	\$8,341.20	4.6%	\$5,346.40	3.7%
<b>Total Wages - Permanent Staff</b>	<b>\$30,783.00</b>	<b>16.9%</b>	<b>\$25,786.60</b>	<b>17.7%</b>
Wages - Admin. Casuals	\$1,400.00	0.8%	\$2,333.65	1.6%
Superannuation				
Compulsory Super'n (9.5%)	\$4,546.20	2.5%	\$2,725.58	1.9%
Reportable Superannuation	\$380.00	0.2%	\$570.00	0.4%
<b>Total Superannuation</b>	<b>\$4,926.20</b>	<b>2.7%</b>	<b>\$3,295.58</b>	<b>2.3%</b>
WorkCover Premiums	\$1,072.87	0.6%	\$1,057.07	0.7%

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Other Employer Expenses	\$0.00	0.0%	\$141.82	0.1%
<b>Total Employee Costs</b>	<b>\$41,417.78</b>	<b>22.7%</b>	<b>\$35,281.65</b>	<b>24.3%</b>
Equipment & Control Cards				
Control Card Printing	\$3,395.00	1.9%	\$1,293.00	0.9%
General Equipment	\$824.08	0.5%	\$5,397.71	3.7%
Equipment maintenance	\$4,520.00	2.5%	\$0.00	0.0%
SI Trailer Running				
Trailer Registration	\$56.90	0.0%	\$55.50	0.0%
<b>Total SI Trailer Running</b>	<b>\$56.90</b>	<b>0.0%</b>	<b>\$55.50</b>	<b>0.0%</b>
<b>Total Equipment &amp; Control Cards</b>	<b>\$8,795.98</b>	<b>4.8%</b>	<b>\$6,746.21</b>	<b>4.6%</b>
Grant Disbursement				
SRV Project				
Other SRV Project Costs	\$2,740.91	1.5%	\$261.82	0.2%
<b>Total SRV Project</b>	<b>\$2,740.91</b>	<b>1.5%</b>	<b>\$261.82</b>	<b>0.2%</b>
ASC Participation Project				
Project Management	\$0.00	0.0%	\$3,000.00	2.1%
Other ASC Project Outgoings	\$1,400.00	0.8%	\$5,000.00	3.4%
<b>Total Grant Disbursement</b>	<b>\$4,140.91</b>	<b>2.3%</b>	<b>\$8,261.82</b>	<b>5.7%</b>
Insurance	\$510.77	0.3%	\$1,484.47	1.0%
Legal Fees	\$98.18	0.1%	\$0.00	0.0%
Levies Paid				
OA Affiliation Fees	\$19,341.82	10.6%	\$0.00	0.0%
OA Event Levies	\$11,917.45	6.5%	\$4,316.00	3.0%
Other Memberships & Levies	\$484.00	0.3%	\$549.09	0.4%
<b>Total Levies Paid</b>	<b>\$31,743.27</b>	<b>17.4%</b>	<b>\$4,865.09</b>	<b>3.3%</b>
Meeting & Board Reimbursements				
Light Refreshments	\$435.72	0.2%	\$245.49	0.2%
Printing & Stationery	\$79.55	0.0%	\$345.73	0.2%
<b>Total Meeting &amp; Board Reimbursements</b>	<b>\$515.27</b>	<b>0.3%</b>	<b>\$591.22</b>	<b>0.4%</b>
Member Communication				
"Australian Orienteer"	\$3,810.90	2.1%	\$3,810.90	2.6%
Depreciation Cameras	\$35.67	0.0%	\$0.00	0.0%
"Orienteer Victoria"				
OV yearbook	\$0.00	0.0%	\$4,984.83	3.4%
<b>Total "Orienteer Victoria"</b>	<b>\$0.00</b>	<b>0.0%</b>	<b>\$4,984.83</b>	<b>3.4%</b>
Periodical Postage	\$1,424.07	0.8%	\$637.55	0.4%
Websites	\$176.63	0.1%	\$1,445.68	1.0%
<b>Total Member Communication</b>	<b>\$5,447.27</b>	<b>3.0%</b>	<b>\$10,878.96</b>	<b>7.5%</b>
Office				
Admin. Software Licences	\$948.44	0.5%	\$763.64	0.5%
Depreciation Office Equipment	\$222.57	0.1%	\$0.00	0.0%
Office Rent & Outgoings	\$1,737.17	1.0%	(\$368.68)	(0.3)%
Photocopying & faxes	\$526.40	0.3%	\$0.00	0.0%
Postage	\$59.46	0.0%	\$33.19	0.0%
Stationery & Computer Supplies	\$0.00	0.0%	\$120.12	0.1%
Telephone & Internet	\$522.83	0.3%	\$363.80	0.3%
Other Shared Office Outgoings	\$950.56	0.5%	\$986.86	0.7%
<b>Total Office</b>	<b>\$4,967.43</b>	<b>2.7%</b>	<b>\$1,898.93</b>	<b>1.3%</b>
Promotion & Development				
Advertising				

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	<b>This Year</b>	<b>% of Sales</b>	<b>Last Year</b>	<b>LY % of Sales</b>
Fixtures Printing	\$4,055.18	2.2%	\$3,703.46	2.5%
Online Advertising	\$331.34	0.2%	\$0.00	0.0%
Promotional Materials	\$2,318.73	1.3%	\$559.63	0.4%
<b>Total Advertising</b>	<b>\$6,705.25</b>	<b>3.7%</b>	<b>\$4,263.09</b>	<b>2.9%</b>
State Teams Training				
Coaching	\$2,121.53	1.2%	\$156.36	0.1%
Junior Training	\$0.00	0.0%	\$7,426.91	5.1%
<b>Total State Teams Training</b>	<b>\$2,121.53</b>	<b>1.2%</b>	<b>\$7,583.27</b>	<b>5.2%</b>
Visiting Scholars	\$3,470.00	1.9%	\$0.00	0.0%
Prizes & Trophies	\$442.54	0.2%	\$337.73	0.2%
Team Member Subsidies				
Team Uniforms	\$0.00	0.0%	(\$400.00)	(0.3)%
Travel - JWOC	\$2,931.82	1.6%	\$2,250.00	1.5%
Travel - National Events	\$1,700.00	0.9%	\$1,568.26	1.1%
Travel - WOC	\$1,500.00	0.8%	\$1,500.00	1.0%
<b>Total Team Member Subsidies</b>	<b>\$6,131.82</b>	<b>3.4%</b>	<b>\$4,918.26</b>	<b>3.4%</b>
<b>Total Promotion &amp; Development</b>	<b>\$18,871.14</b>	<b>10.3%</b>	<b>\$17,102.35</b>	<b>11.8%</b>
SportIdent Systems & Equipment				
Depreciation SI Equipment	\$492.66	0.3%	\$0.00	0.0%
SI Equipment Replacements	\$0.00	0.0%	\$70.94	0.0%
<b>Total SportIdent Systems &amp; Equipment</b>	<b>\$492.66</b>	<b>0.3%</b>	<b>\$70.94</b>	<b>0.0%</b>
<b>Total Expenses</b>	<b>\$120,205.62</b>	<b>65.9%</b>	<b>\$91,722.55</b>	<b>63.1%</b>
<b>Operating Profit</b>	<b>\$26,549.60</b>	<b>14.5%</b>	<b>\$31,582.02</b>	<b>21.7%</b>
Other Income				
Interest Income	\$2,785.25	1.5%	\$3,475.93	2.4%
<b>Total Other Income</b>	<b>\$2,785.25</b>	<b>1.5%</b>	<b>\$3,475.93</b>	<b>2.4%</b>
<b>Total Other Expenses</b>	<b>\$0.00</b>	<b>0.0%</b>	<b>\$0.00</b>	<b>0.0%</b>
<b>Net Profit/(Loss)</b>	<b>\$29,334.85</b>	<b>16.1%</b>	<b>\$35,057.95</b>	<b>24.1%</b>

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