

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

January 2014 To November 2014

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				
2013 Easter 3 days	\$0.00	0.0%	\$35,001.75	14.0%
<b>Total Major Events &amp; Carnivals</b>	<b>\$0.00</b>	<b>0.0%</b>	<b>\$35,001.75</b>	<b>14.0%</b>
Victorian Schools Champ'ships				
Primary Schools Champ's	\$9,005.87	5.1%	\$7,406.98	3.0%
Secondary Schools Champ's	\$3,495.46	2.0%	\$5,089.55	2.0%
Schools MTBO Championships	\$800.46	0.5%	\$2,142.28	0.9%
<b>Total Victorian Schools Champ'ships</b>	<b>\$13,301.79</b>	<b>7.6%</b>	<b>\$14,638.81</b>	<b>5.8%</b>
<b>Total Event Entry Fee Receipts</b>	<b>\$13,301.79</b>	<b>7.6%</b>	<b>\$49,640.56</b>	<b>19.8%</b>
Fees & Subscriptions				
Membership Fees	\$19,324.35	11.0%	\$24,433.53	9.8%
Magazine subscription	\$190.90	0.1%	\$0.00	0.0%
Club Affiliation Fees	\$6,618.18	3.8%	\$6,850.02	2.7%
<b>Total Fees &amp; Subscriptions</b>	<b>\$26,133.43</b>	<b>14.9%</b>	<b>\$31,283.55</b>	<b>12.5%</b>
Grants Received				
OA Participation Grant	\$17,500.00	9.9%	\$16,900.00	6.7%
ASC grant	\$0.00	0.0%	\$5,000.00	2.0%
Dept of Planning & Comm Devel	\$40,000.00	22.7%	\$46,650.00	18.6%
ASC Grant Schools team	\$0.00	0.0%	\$150.00	0.1%
<b>Total Grants Received</b>	<b>\$57,500.00</b>	<b>32.7%</b>	<b>\$68,700.00</b>	<b>27.4%</b>
Levies				
Event Levies	\$38,207.58	21.7%	\$52,711.22	21.0%
<b>Total Levies</b>	<b>\$38,207.58</b>	<b>21.7%</b>	<b>\$52,711.22</b>	<b>21.0%</b>
Merchandise & Map Sales				
Map Sales	\$222.73	0.1%	\$159.09	0.1%
Road signs, controls	\$0.00	0.0%	\$57.27	0.0%
SI Cards	\$1,036.37	0.6%	\$1,331.82	0.5%
Finger Bands	\$5.45	0.0%	\$10.92	0.0%
<b>Total Merchandise &amp; Map Sales</b>	<b>\$1,264.55</b>	<b>0.7%</b>	<b>\$1,559.10</b>	<b>0.6%</b>
Promotion & Development				
School & Corporate	\$39,433.40	22.4%	\$40,986.29	16.4%
<b>Total Promotion &amp; Development</b>	<b>\$39,433.40</b>	<b>22.4%</b>	<b>\$40,986.29</b>	<b>16.4%</b>
Sundry Income				
Miscellaneous Receipts	\$0.00	0.0%	\$4,586.19	1.8%
State Team Uniform Sales	\$50.00	0.0%	\$1,075.00	0.4%
<b>Total Sundry Income</b>	<b>\$50.00</b>	<b>0.0%</b>	<b>\$5,661.19</b>	<b>2.3%</b>
<b>Total Income</b>	<b>\$175,890.75</b>	<b>100.0%</b>	<b>\$250,541.91</b>	<b>100.0%</b>
<b>Cost of Sales</b>				
Purchases for Resale				
SI Cards - Stock depletion	\$956.13	0.5%	\$735.21	0.3%
Finger Bands	\$0.00	0.0%	\$32.73	0.0%
<b>Total Purchases for Resale</b>	<b>\$956.13</b>	<b>0.5%</b>	<b>\$767.94</b>	<b>0.3%</b>
Event Costs				
Maps				
Map Production	\$5,072.73	2.9%	\$12,442.82	5.0%
Map Printing	\$3,345.64	1.9%	\$3,824.55	1.5%
Map Royalties	\$0.00	0.0%	\$90.00	0.0%

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Total Maps	\$8,418.37	4.8%	\$16,357.37	6.5%
Permit Fees	\$5,282.90	3.0%	\$3,150.05	1.3%
Travel	\$159.55	0.1%	\$319.47	0.1%
Wages - Event Staff	\$1,512.00	0.9%	\$1,110.00	0.4%
Event Costs	\$3,630.47	2.1%	\$47,170.11	18.8%
<b>Total Event Costs</b>	<b>\$19,003.29</b>	<b>10.8%</b>	<b>\$68,107.00</b>	<b>27.2%</b>
Promotion & Development				
Phone	\$43.57	0.0%	\$0.00	0.0%
Postage P&D	\$212.65	0.1%	\$222.00	0.1%
Printing & stationery	\$1,344.14	0.8%	\$778.62	0.3%
Subcontracts - P & D	\$941.36	0.5%	\$0.00	0.0%
Wages - P & D Assistants	\$5,595.09	3.2%	\$5,092.71	2.0%
<b>Total Promotion &amp; Development</b>	<b>\$8,136.81</b>	<b>4.6%</b>	<b>\$6,093.33</b>	<b>2.4%</b>
<b>Total Cost of Sales</b>	<b>\$28,096.23</b>	<b>16.0%</b>	<b>\$74,968.27</b>	<b>29.9%</b>
<b>Gross Profit</b>	<b>\$147,794.52</b>	<b>84.0%</b>	<b>\$175,573.64</b>	<b>70.1%</b>
Expenses				
Audit Fees	\$1,900.00	1.1%	\$1,900.00	0.8%
Bank Fees & Charges				
Bank Account Fees	\$353.75	0.2%	\$336.89	0.1%
Lodgement Fees	\$0.00	0.0%	\$218.20	0.1%
Credit Card Merchant Fees	\$20.00	0.0%	\$120.00	0.0%
PayPal / POLi Fees	\$292.27	0.2%	\$833.16	0.3%
<b>Total Bank Fees &amp; Charges</b>	<b>\$666.02</b>	<b>0.4%</b>	<b>\$1,508.25</b>	<b>0.6%</b>
Employee Costs				
Employee Travel Allowances	\$5,714.28	3.2%	\$6,275.90	2.5%
Employee Travel Reimbursements	\$22.73	0.0%	\$45.45	0.0%
Wages - Permanent Staff				
Wages - Administration Work	\$31,731.35	18.0%	\$30,160.25	12.0%
Wages - P&D Work	\$10,979.50	6.2%	\$12,698.75	5.1%
<b>Total Wages - Permanent Staff</b>	<b>\$42,710.85</b>	<b>24.3%</b>	<b>\$42,859.00</b>	<b>17.1%</b>
Wages - Admin. Casuals	\$7,576.10	4.3%	\$12,598.80	5.0%
Superannuation				
Compulsory Super'n (9.5%)	\$5,470.00	3.1%	\$5,665.50	2.3%
Reportable Superannuation	\$858.24	0.5%	\$1,002.50	0.4%
<b>Total Superannuation</b>	<b>\$6,328.24</b>	<b>3.6%</b>	<b>\$6,668.00</b>	<b>2.7%</b>
WorkCover Premiums	\$788.20	0.4%	\$376.53	0.2%
<b>Total Employee Costs</b>	<b>\$63,140.40</b>	<b>35.9%</b>	<b>\$68,823.68</b>	<b>27.5%</b>
Equipment & Control Cards				
Control Card Printing	\$3,442.37	2.0%	\$4,647.27	1.9%
General Equipment	\$2,122.99	1.2%	\$5,104.05	2.0%
Equipment maintenance	\$216.36	0.1%	\$795.02	0.3%
SI Trailer Running				
Trailer Registration	\$54.00	0.0%	\$47.60	0.0%
<b>Total SI Trailer Running</b>	<b>\$54.00</b>	<b>0.0%</b>	<b>\$47.60</b>	<b>0.0%</b>
<b>Total Equipment &amp; Control Cards</b>	<b>\$5,835.72</b>	<b>3.3%</b>	<b>\$10,593.94</b>	<b>4.2%</b>
Grant Disbursement				
SRV Project				
Other SRV Project Costs	\$90.00	0.1%	\$25,793.73	10.3%

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Total SRV Project	\$90.00	0.1%	\$25,793.73	10.3%
ASC Participation Project				
Project Management	\$1,500.00	0.9%	\$0.00	0.0%
other project costs	\$60.00	0.0%	\$276.82	0.1%
Total Grant Disbursement	\$1,650.00	0.9%	\$26,070.55	10.4%
Insurance	\$3,741.11	2.1%	\$4,331.82	1.7%
Levies Paid				
OA Affiliation Fees	\$17,427.27	9.9%	\$16,641.82	6.6%
OA Event Levies	\$9,138.32	5.2%	\$18,154.96	7.2%
Other Memberships & Levies	\$605.36	0.3%	\$472.73	0.2%
Total Levies Paid	\$27,170.95	15.4%	\$35,269.51	14.1%
Meeting & Board Reimbursements				
Light Refreshments	\$510.85	0.3%	\$697.31	0.3%
Meeting Room Hire	\$0.00	0.0%	\$60.00	0.0%
Printing & Stationery	\$45.32	0.0%	\$911.68	0.4%
Total Meeting & Board Reimbursements	\$556.17	0.3%	\$1,668.99	0.7%
Member Communication				
"Australian Orienteer"	\$5,560.01	3.2%	\$5,941.09	2.4%
Depreciation Cameras	\$35.39	0.0%	\$131.31	0.1%
"Orienteer Victoria"				
OV Printing	\$663.36	0.4%	\$1,920.91	0.8%
OV yearbook	\$3,024.00	1.7%	\$0.00	0.0%
Total "Orienteer Victoria"	\$3,687.36	2.1%	\$1,920.91	0.8%
Periodical Postage	\$1,511.45	0.9%	\$1,422.40	0.6%
Websites	\$510.91	0.3%	\$612.09	0.2%
Total Member Communication	\$11,305.12	6.4%	\$10,027.80	4.0%
Office				
Computer/Software Maintenance	\$0.00	0.0%	\$4,628.39	1.8%
Depreciation Office Equipment	\$118.70	0.1%	\$304.93	0.1%
Office Rent & Outgoings	\$2,668.20	1.5%	\$5,284.60	2.1%
Photocopying & faxes	\$508.10	0.3%	\$253.40	0.1%
Postage	\$146.27	0.1%	\$147.14	0.1%
Stationery & Computer Supplies	\$66.68	0.0%	\$588.71	0.2%
Telephone & Internet	\$561.12	0.3%	\$1,110.72	0.4%
Other Office & Admin. Costs	\$2,420.00	1.4%	\$890.00	0.4%
Total Office	\$6,489.07	3.7%	\$13,207.89	5.3%
Promotion & Development				
Advertising				
Fixtures Printing	\$3,418.64	1.9%	\$3,316.99	1.3%
Promotional Materials	\$4,270.92	2.4%	\$2,540.96	1.0%
Total Advertising	\$7,689.56	4.4%	\$5,857.95	2.3%
State Teams Training				
Depreciation Training Equipmen	\$0.00	0.0%	\$55.45	0.0%
Total State Teams Training	\$0.00	0.0%	\$55.45	0.0%
School Team	\$0.00	0.0%	\$317.70	0.1%
Prizes & Trophies [non-event]	\$1,339.69	0.8%	\$1,077.13	0.4%
Rockhopper Junior Awards	\$500.00	0.3%	\$500.00	0.2%
Team Member Subsidies				
Grants - Juniors & Elites	\$0.00	0.0%	\$3,800.00	1.5%
Team Uniforms	\$3,026.94	1.7%	\$1,784.41	0.7%

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Travel - JWOC	\$2,113.64	1.2%	\$2,250.00	0.9%
Travel - MTBO WOC	\$2,250.00	1.3%	\$1,500.00	0.6%
Travel - National Events	\$0.00	0.0%	\$2,688.82	1.1%
Travel - Bushrangers	\$0.00	0.0%	\$2,000.00	0.8%
Travel - WOC	\$1,500.00	0.9%	\$2,250.00	0.9%
<b>Total Team Member Subsidies</b>	<b>\$8,890.58</b>	<b>5.1%</b>	<b>\$16,273.23</b>	<b>6.5%</b>
<b>Total Promotion &amp; Development</b>	<b>\$18,419.83</b>	<b>10.5%</b>	<b>\$24,081.46</b>	<b>9.6%</b>
<b>SportIdent Systems &amp; Equipment</b>				
Depreciation SI Equipment	\$423.18	0.2%	\$1,829.54	0.7%
SI Control Upgrades & Repairs	\$11.85	0.0%	\$0.00	0.0%
Software License Fees	\$1,314.51	0.7%	\$826.91	0.3%
<b>Total SportIdent Systems &amp; Equipment</b>	<b>\$1,749.54</b>	<b>1.0%</b>	<b>\$2,656.45</b>	<b>1.1%</b>
<b>Total Expenses</b>	<b>\$142,623.93</b>	<b>81.1%</b>	<b>\$200,140.34</b>	<b>79.9%</b>
<b>Operating Profit</b>	<b>\$5,170.59</b>	<b>2.9%</b>	<b>-\$24,566.70</b>	<b>(9.8)%</b>
<b>Other Income</b>				
Interest Income	\$6,607.11	3.8%	\$8,825.50	3.5%
<b>Total Other Income</b>	<b>\$6,607.11</b>	<b>3.8%</b>	<b>\$8,825.50</b>	<b>3.5%</b>
<b>Other Expenses</b>				
Overpayments to clubs in PYs	\$2,386.48	1.4%	\$0.00	0.0%
P&L Suspense Account	-\$20.00	0.0%	\$0.00	0.0%
<b>Total Other Expenses</b>	<b>\$2,366.48</b>	<b>1.3%</b>	<b>\$0.00</b>	<b>0.0%</b>
<b>Net Profit/(Loss)</b>	<b>\$9,411.22</b>	<b>5.4%</b>	<b>-\$15,741.20</b>	<b>(6.3)%</b>

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