

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

January 2016 To December 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%	\$122,689.45	26.7%
Aust Secondary Schools Champ's	\$0.00	0.0%	\$114,829.90	25.0%
Australian MTBO Champ's	\$0.00	0.0%	\$25,638.81	5.6%
<b>Total Major Events &amp; Carnivals</b>	<b>\$0.00</b>	<b>0.0%</b>	<b>\$263,158.16</b>	<b>57.3%</b>
Victorian Schools Champ'ships				
Primary Schools Champ's	\$6,986.18	2.7%	\$9,366.71	2.0%
Secondary Schools Champ's	\$2,889.35	1.1%	\$3,473.18	0.8%
Schools MTBO Championships	\$2,031.24	0.8%	\$1,887.28	0.4%
<b>Total Victorian Schools Champ'ships</b>	<b>\$11,906.77</b>	<b>4.6%</b>	<b>\$14,727.17</b>	<b>3.2%</b>
<b>Total Event Entry Fee Receipts</b>	<b>\$11,906.77</b>	<b>4.6%</b>	<b>\$277,885.33</b>	<b>60.5%</b>
Fees & Subscriptions				
Membership Fees	\$13,679.93	5.3%	\$14,415.50	3.1%
Magazine subscription	\$3,017.33	1.2%	\$5,362.77	1.2%
Club Affiliation Fees	\$2,181.83	0.8%	\$909.10	0.2%
<b>Total Fees &amp; Subscriptions</b>	<b>\$18,879.09</b>	<b>7.3%</b>	<b>\$20,687.37</b>	<b>4.5%</b>
Grants Received				
OA Participation Grant	\$18,840.00	7.2%	\$0.00	0.0%
ASC grant	\$19,765.45	7.6%	\$0.00	0.0%
Sporting Schools	\$0.00	0.0%	\$14,537.50	3.2%
Dep't of State Dev't - General	\$0.00	0.0%	\$16,000.00	3.5%
Dept of Health & Human Service	\$51,000.00	19.6%	\$4,000.00	0.9%
Dept of Planning & Comm Devel	\$0.00	0.0%	\$16,000.00	3.5%
<b>Total Grants Received</b>	<b>\$89,605.45</b>	<b>34.4%</b>	<b>\$50,537.50</b>	<b>11.0%</b>
Levies				
Event Levies	\$58,714.17	22.6%	\$52,319.81	11.4%
<b>Total Levies</b>	<b>\$58,714.17</b>	<b>22.6%</b>	<b>\$52,319.81</b>	<b>11.4%</b>
Merchandise & Map Sales				
Map Sales	\$0.00	0.0%	\$182.73	0.0%
Road signs, controls	\$0.00	0.0%	\$63.64	0.0%
SI Cards	\$625.45	0.2%	\$1,283.64	0.3%
Finger Bands	\$0.00	0.0%	\$5.46	0.0%
<b>Total Merchandise &amp; Map Sales</b>	<b>\$625.45</b>	<b>0.2%</b>	<b>\$1,535.47</b>	<b>0.3%</b>
Promotion & Development				
Talent Identification Camp	\$0.00	0.0%	\$6,978.13	1.5%
School & Corporate	\$80,352.10	30.9%	\$46,873.69	10.2%
Sporting Schools	\$0.00	0.0%	\$808.87	0.2%
NOL competition	\$0.00	0.0%	\$1,500.00	0.3%
<b>Total Promotion &amp; Development</b>	<b>\$80,352.10</b>	<b>30.9%</b>	<b>\$56,160.69</b>	<b>12.2%</b>
Sundry Income				
Hire of Equipment	\$0.00	0.0%	\$97.27	0.0%
Miscellaneous Receipts	\$50.00	0.0%	\$0.00	0.0%
State Team Uniform Sales	\$136.36	0.1%	\$156.00	0.0%
<b>Total Sundry Income</b>	<b>\$186.36</b>	<b>0.1%</b>	<b>\$253.27</b>	<b>0.1%</b>
<b>Total Income</b>	<b>\$260,269.39</b>	<b>100.0%</b>	<b>\$459,379.44</b>	<b>100.0%</b>
Cost of Sales				
Purchases for Resale				
SI Cards - Stock depletion	\$187.04	0.1%	\$1,227.67	0.3%

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Total Purchases for Resale	\$187.04	0.1%	\$1,227.67	0.3%
Event Costs				
Event Entry Refunds	\$0.00	0.0%	\$20.00	0.0%
ASOC costs	\$3,864.63	1.5%	\$101,050.28	22.0%
Maps				
Map Production	\$11,181.63	4.3%	\$19,822.63	4.3%
Map Printing	\$760.90	0.3%	\$6,153.79	1.3%
Total Maps	\$11,942.53	4.6%	\$25,976.42	5.7%
Permit Fees	\$336.27	0.1%	\$6,094.47	1.3%
LTO fees	\$3,821.60	1.5%	\$0.00	0.0%
LTO licence	\$289.00	0.1%	\$0.00	0.0%
Travel	\$0.00	0.0%	\$61.09	0.0%
Wages - Event Staff	\$1,664.33	0.6%	\$492.00	0.1%
Club distribution	\$0.00	0.0%	\$1,331.15	0.3%
Event Costs	\$868.17	0.3%	\$77,878.39	17.0%
Total Event Costs	\$22,786.53	8.8%	\$212,903.80	46.3%
Promotion & Development				
Junior Development				
Junior Development Wages	\$8,098.45	3.1%	\$0.00	0.0%
Junior Development Other	\$68.18	0.0%	\$0.00	0.0%
Total Junior Development	\$8,166.63	3.1%	\$0.00	0.0%
Light refreshments - P&D	\$0.00	0.0%	\$10.59	0.0%
Postage P&D	\$78.18	0.0%	\$93.44	0.0%
Printing & stationery	\$1,092.40	0.4%	\$982.55	0.2%
Road Signs	\$429.09	0.2%	\$0.00	0.0%
Wages - P & D Assistants	\$11,167.50	4.3%	\$8,928.64	1.9%
Wages - Sporting Schools Staff	\$12,997.00	5.0%	\$6,802.25	1.5%
MV Allow. - Sporting Schools	\$2,988.12	1.1%	\$1,140.30	0.2%
Sporting Schools - expenses	\$420.16	0.2%	\$1,681.26	0.4%
Total Promotion & Development	\$37,339.08	14.3%	\$19,639.03	4.3%
Training Courses				
Trainer Fees	\$0.00	0.0%	\$109.09	0.0%
Total Training Courses	\$0.00	0.0%	\$109.09	0.0%
<b>Total Cost of Sales</b>	<b>\$60,312.65</b>	<b>23.2%</b>	<b>\$233,879.59</b>	<b>50.9%</b>
Gross Profit	\$199,956.74	76.8%	\$225,499.85	49.1%
Expenses				
Audit Fees	\$2,700.00	1.0%	\$1,945.45	0.4%
Bank Fees & Charges				
Bank Account Fees	\$210.50	0.1%	\$250.23	0.1%
Lodgement Fees	\$108.80	0.0%	\$93.00	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	\$401.94	0.2%	\$4,504.83	1.0%
Total Bank Fees & Charges	\$679.99	0.3%	\$4,908.06	1.1%
Employee Costs				
MV Allowances (c/km)	\$7,844.65	3.0%	\$7,767.05	1.7%
Employee Travel Reimbursements	\$54.20	0.0%	\$37.47	0.0%
Wages - Permanent Staff				
Wages - Administration Work	\$41,207.25	15.8%	\$43,577.10	9.5%

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Wages - P&D Work	\$17,473.05	6.7%	\$12,330.50	2.7%
Total Wages - Permanent Staff	\$58,680.30	22.5%	\$55,907.60	12.2%
Wages - Admin. Casuals	\$4,115.00	1.6%	\$4,726.15	1.0%
Superannuation				
Compulsory Super'n (9.5%)	\$8,560.03	3.3%	\$6,683.72	1.5%
Reportable Superannuation	\$760.00	0.3%	\$950.00	0.2%
Total Superannuation	\$9,320.03	3.6%	\$7,633.72	1.7%
WorkCover Premiums	\$1,072.87	0.4%	\$1,057.07	0.2%
Other Employer Expenses	\$0.00	0.0%	\$141.82	0.0%
Total Employee Costs	\$81,087.05	31.2%	\$77,270.88	16.8%
Equipment & Control Cards				
Control Card Printing	\$3,395.00	1.3%	\$1,953.00	0.4%
General Equipment	\$1,040.79	0.4%	\$6,805.12	1.5%
Equipment maintenance	\$4,520.00	1.7%	\$0.00	0.0%
SI Trailer Running				
Trailer Registration	\$56.90	0.0%	\$55.50	0.0%
Total SI Trailer Running	\$56.90	0.0%	\$55.50	0.0%
Total Equipment & Control Cards	\$9,012.69	3.5%	\$8,813.62	1.9%
Grant Disbursement				
SRV Project				
Other SRV Project Costs	\$2,740.91	1.1%	\$4,859.02	1.1%
Total SRV Project	\$2,740.91	1.1%	\$4,859.02	1.1%
ASC Participation Project				
Project Management	\$1,199.00	0.5%	\$3,000.00	0.7%
Other ASC Project Outgoings	\$1,400.00	0.5%	\$5,398.55	1.2%
Total Grant Disbursement	\$5,339.91	2.1%	\$13,257.57	2.9%
Insurance	\$3,893.58	1.5%	\$3,062.65	0.7%
Legal Fees	\$98.18	0.0%	\$0.00	0.0%
Levies Paid				
OA Affiliation Fees	\$19,341.82	7.4%	\$17,215.45	3.7%
OA Event Levies	\$11,917.45	4.6%	\$32,340.60	7.0%
Other Memberships & Levies	\$484.00	0.2%	\$805.45	0.2%
Total Levies Paid	\$31,743.27	12.2%	\$50,361.50	11.0%
Meeting & Board Reimbursements				
Light Refreshments	\$813.45	0.3%	\$562.03	0.1%
Printing & Stationery	\$143.55	0.1%	\$919.25	0.2%
Total Meeting & Board Reimbursements	\$957.00	0.4%	\$1,481.28	0.3%
Member Communication				
"Australian Orienteer"	\$7,621.80	2.9%	\$7,335.99	1.6%
Depreciation Cameras	\$35.67	0.0%	\$143.00	0.0%
"Orienteer Victoria"				
OV yearbook	\$4,495.75	1.7%	\$4,984.83	1.1%
Total "Orienteer Victoria"	\$4,495.75	1.7%	\$4,984.83	1.1%
Periodical Postage	\$2,005.82	0.8%	\$1,131.58	0.2%
Websites	\$176.63	0.1%	\$1,445.68	0.3%
Total Member Communication	\$14,335.67	5.5%	\$15,041.08	3.3%
Office				
Admin. Software Licences	\$1,052.99	0.4%	\$786.26	0.2%
Depreciation Office Equipment	\$222.57	0.1%	\$361.00	0.1%
Office Rent & Outgoings	\$3,131.77	1.2%	\$601.56	0.1%

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Photocopying & faxes	\$526.40	0.2%	\$291.28	0.1%
Postage	\$192.43	0.1%	\$137.68	0.0%
Stationery & Computer Supplies	\$0.00	0.0%	\$214.06	0.0%
Telephone & Internet	\$909.23	0.3%	\$722.17	0.2%
Other Shared Office Outgoings	\$1,546.86	0.6%	\$1,609.34	0.4%
<b>Total Office</b>	<b>\$7,582.25</b>	<b>2.9%</b>	<b>\$4,723.35</b>	<b>1.0%</b>
Promotion & Development				
Advertising				
Fixtures Printing	\$4,621.18	1.8%	\$6,008.46	1.3%
Online Advertising	\$331.34	0.1%	\$0.00	0.0%
Promotional Materials	\$4,295.09	1.7%	\$2,003.07	0.4%
<b>Total Advertising</b>	<b>\$9,247.61</b>	<b>3.6%</b>	<b>\$8,011.53</b>	<b>1.7%</b>
State Teams Training				
Coaching	\$2,220.17	0.9%	\$1,738.47	0.4%
Junior Training	\$0.00	0.0%	\$7,544.18	1.6%
<b>Total State Teams Training</b>	<b>\$2,220.17</b>	<b>0.9%</b>	<b>\$9,282.65</b>	<b>2.0%</b>
Schools Team Contributions	\$2,482.73	1.0%	\$1,386.09	0.3%
Visiting Scholars	\$5,470.00	2.1%	\$808.00	0.2%
Prizes & Trophies	\$710.12	0.3%	\$2,978.58	0.6%
Team Member Subsidies				
Team Uniforms	\$508.00	0.2%	\$832.98	0.2%
Travel - JWOC	\$2,931.82	1.1%	\$2,250.00	0.5%
Travel - National Events	\$2,500.00	1.0%	\$1,568.26	0.3%
Travel - WOC	\$1,500.00	0.6%	\$1,500.00	0.3%
<b>Total Team Member Subsidies</b>	<b>\$7,439.82</b>	<b>2.9%</b>	<b>\$6,151.24</b>	<b>1.3%</b>
<b>Total Promotion &amp; Development</b>	<b>\$27,570.45</b>	<b>10.6%</b>	<b>\$28,618.09</b>	<b>6.2%</b>
SportIdent Systems & Equipment				
Depreciation SI Equipment	\$492.66	0.2%	\$2,079.73	0.5%
SI Equipment Replacements	\$0.00	0.0%	\$2,253.67	0.5%
SI Software License Fees	\$6,864.00	2.6%	\$66.22	0.0%
<b>Total SportIdent Systems &amp; Equipment</b>	<b>\$7,356.66</b>	<b>2.8%</b>	<b>\$4,399.62</b>	<b>1.0%</b>
<b>Total Expenses</b>	<b>\$192,356.70</b>	<b>73.9%</b>	<b>\$213,883.15</b>	<b>46.6%</b>
<b>Operating Profit</b>	<b>\$7,600.04</b>	<b>2.9%</b>	<b>\$11,616.70</b>	<b>2.5%</b>
Other Income				
Interest Income	\$8,914.82	3.4%	\$10,271.02	2.2%
<b>Total Other Income</b>	<b>\$8,914.82</b>	<b>3.4%</b>	<b>\$10,271.02</b>	<b>2.2%</b>
Other Expenses				
Development Fund transfer	\$0.00	0.0%	(\$2,403.00)	(0.5)%
<b>Total Other Expenses</b>	<b>\$0.00</b>	<b>0.0%</b>	<b>(\$2,403.00)</b>	<b>(0.5)%</b>
<b>Net Profit/(Loss)</b>	<b>\$16,514.86</b>	<b>6.3%</b>	<b>\$24,290.72</b>	<b>5.3%</b>

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