

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

January 2016 To August 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%	\$91,701.23	42.1%
Australian MTBO Champ's	\$0.00	0.0%	\$3,800.50	1.7%
Total Major Events & Carnivals	\$0.00	0.0%	\$95,501.73	43.9%
Victorian Schools Champ'ships				
Secondary Schools Champ's	\$2,889.35	1.5%	\$3,473.18	1.6%
Schools MTBO Championships	\$2,031.24	1.1%	\$1,641.83	0.8%
Total Victorian Schools Champ'ships	\$4,920.59	2.6%	\$5,115.01	2.4%
Total Event Entry Fee Receipts	\$4,920.59	2.6%	\$100,616.74	46.2%
Fees & Subscriptions				
Membership Fees	\$10,763.56	5.6%	\$10,040.99	4.6%
Magazine subscription	\$2,989.14	1.6%	\$3,772.70	1.7%
Club Affiliation Fees	\$1,909.10	1.0%	\$818.19	0.4%
Total Fees & Subscriptions	\$15,661.80	8.2%	\$14,631.88	6.7%
Grants Received				
OA Participation Grant	\$18,840.00	9.8%	\$0.00	0.0%
ASC grant	\$19,765.45	10.3%	\$0.00	0.0%
Sporting Schools	\$0.00	0.0%	\$13,700.00	6.3%
Dep't of State Dev't - General	\$0.00	0.0%	\$16,000.00	7.4%
Dept of Health & Human Service	\$53,000.00	27.7%	\$0.00	0.0%
Dept of Planning & Comm Devel	\$0.00	0.0%	\$16,000.00	7.4%
Total Grants Received	\$91,605.45	47.9%	\$45,700.00	21.0%
Levies				
Event Levies	\$33,305.51	17.4%	\$30,228.10	13.9%
Total Levies	\$33,305.51	17.4%	\$30,228.10	13.9%
Merchandise & Map Sales				
Map Sales	\$0.00	0.0%	\$113.64	0.1%
SI Cards	\$411.82	0.2%	\$793.64	0.4%
Finger Bands	\$0.00	0.0%	\$2.73	0.0%
Total Merchandise & Map Sales	\$411.82	0.2%	\$910.01	0.4%
Promotion & Development				
Talent Identification Camp	\$0.00	0.0%	\$2,890.88	1.3%
School & Corporate	\$45,282.31	23.7%	\$21,310.68	9.8%
Sporting Schools	\$0.00	0.0%	\$367.55	0.2%
NOL competition	\$0.00	0.0%	\$750.00	0.3%
Total Promotion & Development	\$45,282.31	23.7%	\$25,319.11	11.6%
Sundry Income				
Miscellaneous Receipts	\$50.00	0.0%	\$0.00	0.0%
State Team Uniform Sales	\$136.36	0.1%	\$156.00	0.1%
Total Sundry Income	\$186.36	0.1%	\$156.00	0.1%
<b>Total Income</b>	<b>\$191,373.84</b>	<b>100.0%</b>	<b>\$217,561.84</b>	<b>100.0%</b>
<b>Cost of Sales</b>				
Purchases for Resale				
SI Cards - Stock depletion	\$187.04	0.1%	\$758.35	0.3%
Total Purchases for Resale	\$187.04	0.1%	\$758.35	0.3%
Event Costs				
Event Entry Refunds	\$0.00	0.0%	\$20.00	0.0%

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ASOC costs	\$4,502.51	2.4%	\$5,297.18	2.4%
Maps				
Map Production	\$8,864.63	4.6%	\$2,900.00	1.3%
Map Printing	\$556.36	0.3%	\$3,469.55	1.6%
<b>Total Maps</b>	<b>\$9,420.99</b>	<b>4.9%</b>	<b>\$6,369.55</b>	<b>2.9%</b>
Permit Fees	\$336.27	0.2%	\$5,105.29	2.3%
Wages - Event Staff	\$576.00	0.3%	\$492.00	0.2%
Event Costs	(\$1,564.33)	(0.8)%	\$1,892.77	0.9%
<b>Total Event Costs</b>	<b>\$13,271.44</b>	<b>6.9%</b>	<b>\$19,176.79</b>	<b>8.8%</b>
Promotion & Development				
Junior Development				
Junior Development Wages	\$7,910.95	4.1%	\$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>4.2%</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%	\$51.76	0.0%
Printing & stationery	\$791.02	0.4%	\$794.35	0.4%
Road Signs	\$429.09	0.2%	\$0.00	0.0%
Wages - P & D Assistants	\$5,527.50	2.9%	\$5,073.64	2.3%
Wages - Sporting Schools Staff	\$8,427.50	4.4%	\$1,860.00	0.9%
MV Allow. - Sporting Schools	\$1,435.95	0.8%	\$379.35	0.2%
Sporting Schools - expenses	\$236.32	0.1%	\$1,412.71	0.6%
<b>Total Promotion &amp; Development</b>	<b>\$24,904.69</b>	<b>13.0%</b>	<b>\$9,582.40</b>	<b>4.4%</b>
Training Courses				
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>\$38,363.17</b>	<b>20.0%</b>	<b>\$29,626.63</b>	<b>13.6%</b>
<b>Gross Profit</b>	<b>\$153,010.67</b>	<b>80.0%</b>	<b>\$187,935.21</b>	<b>86.4%</b>
Expenses				
Audit Fees	\$2,700.00	1.4%	\$1,945.45	0.9%
Bank Fees & Charges				
Bank Account Fees	\$190.50	0.1%	\$162.23	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	\$280.83	0.1%	\$3,273.28	1.5%
<b>Total Bank Fees &amp; Charges</b>	<b>\$538.88</b>	<b>0.3%</b>	<b>\$3,548.51</b>	<b>1.6%</b>
Employee Costs				
MV Allowances (c/km)	\$3,964.77	2.1%	\$3,367.92	1.5%
Employee Travel Reimbursements	\$35.33	0.0%	\$23.20	0.0%
Wages - Permanent Staff				
Wages - Administration Work	\$28,395.90	14.8%	\$24,287.00	11.2%
Wages - P&D Work	\$10,180.95	5.3%	\$5,346.40	2.5%
<b>Total Wages - Permanent Staff</b>	<b>\$38,576.85</b>	<b>20.2%</b>	<b>\$29,633.40</b>	<b>13.6%</b>
Wages - Admin. Casuals	\$1,655.00	0.9%	\$2,768.65	1.3%
Superannuation				
Compulsory Super'n (9.5%)	\$5,405.36	2.8%	\$3,286.63	1.5%
Reportable Superannuation	\$380.00	0.2%	\$570.00	0.3%

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Total Superannuation	\$5,785.36	3.0%	\$3,856.63	1.8%
WorkCover Premiums	\$1,072.87	0.6%	\$1,057.07	0.5%
Other Employer Expenses	\$0.00	0.0%	\$141.82	0.1%
<b>Total Employee Costs</b>	<b>\$51,090.18</b>	<b>26.7%</b>	<b>\$40,848.69</b>	<b>18.8%</b>
Equipment & Control Cards				
Control Card Printing	\$3,395.00	1.8%	\$1,293.00	0.6%
General Equipment	\$948.53	0.5%	\$5,404.03	2.5%
Equipment maintenance	\$4,520.00	2.4%	\$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>\$8,920.43</b>	<b>4.7%</b>	<b>\$6,752.53</b>	<b>3.1%</b>
Grant Disbursement				
SRV Project				
Other SRV Project Costs	\$2,740.91	1.4%	\$261.82	0.1%
<b>Total SRV Project</b>	<b>\$2,740.91</b>	<b>1.4%</b>	<b>\$261.82</b>	<b>0.1%</b>
ASC Participation Project				
Project Management	\$0.00	0.0%	\$3,000.00	1.4%
Other ASC Project Outgoings	\$1,400.00	0.7%	\$5,000.00	2.3%
<b>Total Grant Disbursement</b>	<b>\$4,140.91</b>	<b>2.2%</b>	<b>\$8,261.82</b>	<b>3.8%</b>
Insurance	\$510.77	0.3%	\$1,484.47	0.7%
Legal Fees	\$98.18	0.1%	\$0.00	0.0%
Levies Paid				
OA Affiliation Fees	\$19,341.82	10.1%	\$0.00	0.0%
OA Event Levies	\$11,917.45	6.2%	\$9,368.05	4.3%
Other Memberships & Levies	\$484.00	0.3%	\$805.45	0.4%
<b>Total Levies Paid</b>	<b>\$31,743.27</b>	<b>16.6%</b>	<b>\$10,173.50</b>	<b>4.7%</b>
Meeting & Board Reimbursements				
Light Refreshments	\$558.07	0.3%	\$288.92	0.1%
Printing & Stationery	\$79.55	0.0%	\$821.00	0.4%
<b>Total Meeting &amp; Board Reimbursements</b>	<b>\$637.62</b>	<b>0.3%</b>	<b>\$1,109.92</b>	<b>0.5%</b>
Member Communication				
"Australian Orienteer"	\$3,810.90	2.0%	\$3,810.90	1.8%
Depreciation Cameras	\$35.67	0.0%	\$0.00	0.0%
"Orienteer Victoria"				
OV yearbook	\$0.00	0.0%	\$4,984.83	2.3%
<b>Total "Orienteer Victoria"</b>	<b>\$0.00</b>	<b>0.0%</b>	<b>\$4,984.83</b>	<b>2.3%</b>
Periodical Postage	\$876.56	0.5%	\$637.55	0.3%
Websites	\$176.63	0.1%	\$1,445.68	0.7%
<b>Total Member Communication</b>	<b>\$4,899.76</b>	<b>2.6%</b>	<b>\$10,878.96</b>	<b>5.0%</b>
Office				
Admin. Software Licences	\$971.17	0.5%	\$786.26	0.4%
Depreciation Office Equipment	\$222.57	0.1%	\$0.00	0.0%
Office Rent & Outgoings	\$2,295.01	1.2%	(\$368.68)	(0.2)%
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	\$613.75	0.3%	\$423.58	0.2%
Other Shared Office Outgoings	\$1,189.08	0.6%	\$986.86	0.5%
<b>Total Office</b>	<b>\$5,877.44</b>	<b>3.1%</b>	<b>\$1,981.33</b>	<b>0.9%</b>

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	<b>This Year</b>	<b>% of Sales</b>	<b>Last Year</b>	<b>LY % of Sales</b>
Promotion & Development				
Advertising				
Fixtures Printing	\$4,055.18	2.1%	\$3,703.46	1.7%
Online Advertising	\$331.34	0.2%	\$0.00	0.0%
Promotional Materials	\$2,318.73	1.2%	\$909.63	0.4%
<b>Total Advertising</b>	<b>\$6,705.25</b>	<b>3.5%</b>	<b>\$4,613.09</b>	<b>2.1%</b>
State Teams Training				
Coaching	\$2,121.53	1.1%	\$156.36	0.1%
Junior Training	\$0.00	0.0%	\$7,426.91	3.4%
<b>Total State Teams Training</b>	<b>\$2,121.53</b>	<b>1.1%</b>	<b>\$7,583.27</b>	<b>3.5%</b>
Visiting Scholars	\$3,470.00	1.8%	\$0.00	0.0%
Prizes & Trophies	\$442.54	0.2%	\$355.91	0.2%
Team Member Subsidies				
Team Uniforms	\$84.32	0.0%	(\$219.00)	(0.1)%
Travel - JWOC	\$2,931.82	1.5%	\$2,250.00	1.0%
Travel - National Events	\$1,700.00	0.9%	\$1,568.26	0.7%
Travel - WOC	\$1,500.00	0.8%	\$1,500.00	0.7%
<b>Total Team Member Subsidies</b>	<b>\$6,216.14</b>	<b>3.2%</b>	<b>\$5,099.26</b>	<b>2.3%</b>
<b>Total Promotion &amp; Development</b>	<b>\$18,955.46</b>	<b>9.9%</b>	<b>\$17,651.53</b>	<b>8.1%</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>\$130,605.56</b>	<b>68.2%</b>	<b>\$104,707.65</b>	<b>48.1%</b>
<b>Operating Profit</b>	<b>\$22,405.11</b>	<b>11.7%</b>	<b>\$83,227.56</b>	<b>38.3%</b>
Other Income				
Interest Income	\$2,785.25	1.5%	\$3,712.93	1.7%
<b>Total Other Income</b>	<b>\$2,785.25</b>	<b>1.5%</b>	<b>\$3,712.93</b>	<b>1.7%</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>\$25,190.36</b>	<b>13.2%</b>	<b>\$86,940.49</b>	<b>40.0%</b>

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