

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

January 2016 To March 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				
Victorian Schools Champ'ships				
Secondary Schools Champ's	\$10.00	0.0%	\$0.00	0.0%
<b>Total Victorian Schools Champ'ships</b>	<b>\$10.00</b>	<b>0.0%</b>	<b>\$0.00</b>	<b>0.0%</b>
<b>Total Event Entry Fee Receipts</b>	<b>\$10.00</b>	<b>0.0%</b>	<b>\$0.00</b>	<b>0.0%</b>
Fees & Subscriptions				
Membership Fees	\$8,405.39	37.7%	\$8,790.98	25.4%
Magazine subscription	\$2,536.40	11.4%	\$3,472.70	10.0%
Club Affiliation Fees	\$1,363.64	6.1%	\$727.28	2.1%
<b>Total Fees &amp; Subscriptions</b>	<b>\$12,305.43</b>	<b>55.2%</b>	<b>\$12,990.96</b>	<b>37.6%</b>
Grants Received				
Dept of Planning & Comm Devel	\$0.00	0.0%	\$12,000.00	34.7%
<b>Total Grants Received</b>	<b>\$0.00</b>	<b>0.0%</b>	<b>\$12,000.00</b>	<b>34.7%</b>
Levies				
Event Levies	\$2,392.49	10.7%	\$2,655.55	7.7%
<b>Total Levies</b>	<b>\$2,392.49</b>	<b>10.7%</b>	<b>\$2,655.55</b>	<b>7.7%</b>
Merchandise & Map Sales				
SI Cards	\$177.27	0.8%	\$122.73	0.4%
<b>Total Merchandise &amp; Map Sales</b>	<b>\$177.27</b>	<b>0.8%</b>	<b>\$122.73</b>	<b>0.4%</b>
Promotion & Development				
School & Corporate	\$7,234.87	32.4%	\$6,065.95	17.5%
NOL competition	\$0.00	0.0%	\$750.00	2.2%
<b>Total Promotion &amp; Development</b>	<b>\$7,234.87</b>	<b>32.4%</b>	<b>\$6,815.95</b>	<b>19.7%</b>
Sundry Income				
Miscellaneous Receipts	\$50.00	0.2%	\$0.00	0.0%
State Team Uniform Sales	\$136.36	0.6%	\$0.00	0.0%
<b>Total Sundry Income</b>	<b>\$186.36</b>	<b>0.8%</b>	<b>\$0.00</b>	<b>0.0%</b>
<b>Total Income</b>	<b>\$22,306.42</b>	<b>100.0%</b>	<b>\$34,585.19</b>	<b>100.0%</b>
<b>Cost of Sales</b>				
Event Costs				
ASOC costs	\$2,400.00	10.8%	\$0.00	0.0%
Maps				
Map Production	\$1,713.02	7.7%	\$2,900.00	8.4%
Map Printing	\$329.09	1.5%	\$3,011.45	8.7%
<b>Total Maps</b>	<b>\$2,042.11</b>	<b>9.2%</b>	<b>\$5,911.45</b>	<b>17.1%</b>
Permit Fees	\$112.09	0.5%	\$141.83	0.4%
Event Costs	\$0.00	0.0%	\$154.68	0.4%
<b>Total Event Costs</b>	<b>\$4,554.20</b>	<b>20.4%</b>	<b>\$6,207.96</b>	<b>17.9%</b>
Promotion & Development				
Junior Development				
Junior Development Wages	\$4,881.25	21.9%	\$0.00	0.0%
<b>Total Junior Development</b>	<b>\$4,881.25</b>	<b>21.9%</b>	<b>\$0.00</b>	<b>0.0%</b>
Printing & stationery	\$45.57	0.2%	\$99.60	0.3%
Wages - P & D Assistants	\$1,562.50	7.0%	\$1,831.50	5.3%
Wages - Sporting Schools Staff	\$1,075.00	4.8%	\$0.00	0.0%
MV Allow. - Sporting Schools	\$239.85	1.1%	\$0.00	0.0%
<b>Total Promotion &amp; Development</b>	<b>\$7,804.17</b>	<b>35.0%</b>	<b>\$1,931.10</b>	<b>5.6%</b>
Training Courses				

This report includes Year-End Adjustments.

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Trainer Fees	\$0.00	0.0%	\$109.09	0.3%
Total Training Courses	\$0.00	0.0%	\$109.09	0.3%
<b>Total Cost of Sales</b>	<b>\$12,358.37</b>	<b>55.4%</b>	<b>\$8,248.15</b>	<b>23.8%</b>
<b>Gross Profit</b>	<b>\$9,948.05</b>	<b>44.6%</b>	<b>\$26,337.04</b>	<b>76.2%</b>
<b>Expenses</b>				
Bank Fees & Charges				
Bank Account Fees	\$170.50	0.8%	\$82.25	0.2%
Credit Card Merchant Fees	(\$40.00)	(0.2)%	\$0.00	0.0%
PayPal / POLi Fees	\$221.71	1.0%	\$235.59	0.7%
<b>Total Bank Fees &amp; Charges</b>	<b>\$352.21</b>	<b>1.6%</b>	<b>\$317.84</b>	<b>0.9%</b>
Employee Costs				
MV Allowances (c/km)	\$694.89	3.1%	\$656.05	1.9%
Employee Travel Reimbursements	\$3.45	0.0%	\$15.93	0.0%
Wages - Permanent Staff				
Wages - Administration Work	\$7,282.00	32.6%	\$5,639.80	16.3%
Wages - P&D Work	\$3,574.80	16.0%	\$619.40	1.8%
<b>Total Wages - Permanent Staff</b>	<b>\$10,856.80</b>	<b>48.7%</b>	<b>\$6,259.20</b>	<b>18.1%</b>
Wages - Admin. Casuals	\$330.00	1.5%	\$1,605.45	4.6%
Superannuation				
Compulsory Super'n (9.5%)	\$1,626.57	7.3%	\$755.55	2.2%
Reportable Superannuation	\$95.00	0.4%	\$95.00	0.3%
<b>Total Superannuation</b>	<b>\$1,721.57</b>	<b>7.7%</b>	<b>\$850.55</b>	<b>2.5%</b>
Other Employer Expenses	\$0.00	0.0%	\$141.82	0.4%
<b>Total Employee Costs</b>	<b>\$13,606.71</b>	<b>61.0%</b>	<b>\$9,529.00</b>	<b>27.6%</b>
Equipment & Control Cards				
Control Card Printing	\$3,175.00	14.2%	\$1,293.00	3.7%
General Equipment	\$33.66	0.2%	\$1,409.27	4.1%
<b>Total Equipment &amp; Control Cards</b>	<b>\$3,208.66</b>	<b>14.4%</b>	<b>\$2,702.27</b>	<b>7.8%</b>
Grant Disbursement				
SRV Project				
Other SRV Project Costs	\$2,500.00	11.2%	\$0.00	0.0%
<b>Total SRV Project</b>	<b>\$2,500.00</b>	<b>11.2%</b>	<b>\$0.00</b>	<b>0.0%</b>
ASC Participation Project				
Project Management	\$0.00	0.0%	\$3,000.00	8.7%
<b>Total Grant Disbursement</b>	<b>\$2,500.00</b>	<b>11.2%</b>	<b>\$3,000.00</b>	<b>8.7%</b>
Insurance	\$510.77	2.3%	\$1,484.47	4.3%
Legal Fees	\$98.18	0.4%	\$0.00	0.0%
Levies Paid				
OA Event Levies	\$7,115.18	31.9%	\$4,316.00	12.5%
Other Memberships & Levies	\$484.00	2.2%	\$440.00	1.3%
<b>Total Levies Paid</b>	<b>\$7,599.18</b>	<b>34.1%</b>	<b>\$4,756.00</b>	<b>13.8%</b>
Meeting & Board Reimbursements				
Light Refreshments	\$212.53	1.0%	\$46.17	0.1%
Printing & Stationery	\$0.00	0.0%	\$345.73	1.0%
<b>Total Meeting &amp; Board Reimbursements</b>	<b>\$212.53</b>	<b>1.0%</b>	<b>\$391.90</b>	<b>1.1%</b>
Member Communication				
"Australian Orienteer"	\$1,905.45	8.5%	\$1,905.45	5.5%
Periodical Postage	\$0.00	0.0%	\$490.30	1.4%

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Websites	\$45.00	0.2%	\$20.45	0.1%
Total Member Communication	\$1,950.45	8.7%	\$2,416.20	7.0%
Office				
Admin. Software Licences	\$901.78	4.0%	\$0.00	0.0%
Office Rent & Outgoings	\$970.24	4.3%	(\$1,363.18)	(3.9)%
Photocopying & faxes	\$299.97	1.3%	\$0.00	0.0%
Postage	\$17.28	0.1%	\$23.64	0.1%
Telephone & Internet	\$230.76	1.0%	\$174.59	0.5%
Other Shared Office Outgoings	\$622.48	2.8%	\$390.00	1.1%
Total Office	\$3,042.51	13.6%	(\$774.95)	(2.2)%
Promotion & Development				
Advertising				
Fixtures Printing	\$4,055.18	18.2%	\$3,703.46	10.7%
Online Advertising	\$331.34	1.5%	\$0.00	0.0%
Promotional Materials	\$2,165.18	9.7%	\$0.00	0.0%
Total Advertising	\$6,551.70	29.4%	\$3,703.46	10.7%
State Teams Training				
Coaching	\$819.71	3.7%	\$156.36	0.5%
Total State Teams Training	\$819.71	3.7%	\$156.36	0.5%
Visiting Scholars	\$3,470.00	15.6%	\$0.00	0.0%
Prizes & Trophies	\$343.45	1.5%	\$212.73	0.6%
Team Member Subsidies				
Travel - National Events	\$0.00	0.0%	\$512.73	1.5%
Total Team Member Subsidies	\$0.00	0.0%	\$512.73	1.5%
Total Promotion & Development	\$11,184.86	50.1%	\$4,585.28	13.3%
Total Expenses	\$44,266.06	198.4%	\$28,408.01	82.1%
Operating Profit	(\$34,318.01)	(153.8)%	(\$2,070.97)	(6.0)%
Other Income				
Interest Income	\$0.00	0.0%	\$2,760.81	8.0%
Total Other Income	\$0.00	0.0%	\$2,760.81	8.0%
Other Expenses				
P&L Suspense Account	\$70.00	0.3%	\$0.00	0.0%
Total Other Expenses	\$70.00	0.3%	\$0.00	0.0%
Net Profit/(Loss)	(\$34,388.01)	(154.2)%	\$689.84	2.0%

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