

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

January 2016 To October 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%	\$124,251.18	30.6%
Aust Secondary Schools Champ's	\$0.00	0.0%	\$114,543.54	28.2%
Australian MTBO Champ's	\$0.00	0.0%	\$21,285.51	5.2%
<b>Total Major Events &amp; Carnivals</b>	<b>\$0.00</b>	<b>0.0%</b>	<b>\$260,080.23</b>	<b>64.0%</b>
Victorian Schools Champ'ships				
Primary Schools Champ's	\$1,272.09	0.6%	\$7,187.26	1.8%
Secondary Schools Champ's	\$2,889.35	1.3%	\$3,473.18	0.9%
Schools MTBO Championships	\$2,031.24	0.9%	\$1,887.28	0.5%
<b>Total Victorian Schools Champ'ships</b>	<b>\$6,192.68</b>	<b>2.9%</b>	<b>\$12,547.72</b>	<b>3.1%</b>
<b>Total Event Entry Fee Receipts</b>	<b>\$6,192.68</b>	<b>2.9%</b>	<b>\$272,627.95</b>	<b>67.1%</b>
Fees & Subscriptions				
Membership Fees				
Membership Fees	\$10,982.64	5.1%	\$10,319.18	2.5%
Magazine subscription	\$3,002.78	1.4%	\$3,786.33	0.9%
Club Affiliation Fees	\$1,909.10	0.9%	\$818.19	0.2%
<b>Total Fees &amp; Subscriptions</b>	<b>\$15,894.52</b>	<b>7.4%</b>	<b>\$14,923.70</b>	<b>3.7%</b>
Grants Received				
OA Participation Grant	\$18,840.00	8.8%	\$0.00	0.0%
ASC grant	\$19,765.45	9.2%	\$0.00	0.0%
Sporting Schools	\$0.00	0.0%	\$13,700.00	3.4%
Dep't of State Dev't - General	\$0.00	0.0%	\$16,000.00	3.9%
Dept of Health & Human Service	\$51,000.00	23.8%	\$0.00	0.0%
Dept of Planning & Comm Devel	\$0.00	0.0%	\$16,000.00	3.9%
<b>Total Grants Received</b>	<b>\$89,605.45</b>	<b>41.9%</b>	<b>\$45,700.00</b>	<b>11.3%</b>
Levies				
Event Levies				
Event Levies	\$41,549.93	19.4%	\$34,638.93	8.5%
<b>Total Levies</b>	<b>\$41,549.93</b>	<b>19.4%</b>	<b>\$34,638.93</b>	<b>8.5%</b>
Merchandise & Map Sales				
Map Sales	\$0.00	0.0%	\$113.64	0.0%
Road signs, controls	\$0.00	0.0%	\$63.64	0.0%
SI Cards	\$540.00	0.3%	\$985.46	0.2%
Finger Bands	\$0.00	0.0%	\$2.73	0.0%
<b>Total Merchandise &amp; Map Sales</b>	<b>\$540.00</b>	<b>0.3%</b>	<b>\$1,165.47</b>	<b>0.3%</b>
Promotion & Development				
Talent Identification Camp	\$0.00	0.0%	\$6,978.13	1.7%
School & Corporate	\$60,089.33	28.1%	\$28,442.05	7.0%
Sporting Schools	\$0.00	0.0%	\$808.87	0.2%
NOL competition	\$0.00	0.0%	\$750.00	0.2%
<b>Total Promotion &amp; Development</b>	<b>\$60,089.33</b>	<b>28.1%</b>	<b>\$36,979.05</b>	<b>9.1%</b>
Sundry Income				
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>\$156.00</b>	<b>0.0%</b>
<b>Total Income</b>	<b>\$214,058.27</b>	<b>100.0%</b>	<b>\$406,191.10</b>	<b>100.0%</b>
Cost of Sales				
Purchases for Resale				
SI Cards - Stock depletion	\$187.04	0.1%	\$758.35	0.2%

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Total Purchases for Resale	\$187.04	0.1%	\$758.35	0.2%
Event Costs				
Event Entry Refunds	\$0.00	0.0%	\$20.00	0.0%
ASOC costs	\$3,864.63	1.8%	\$99,906.27	24.6%
Maps				
Map Production	\$10,429.63	4.9%	\$3,172.73	0.8%
Map Printing	\$556.36	0.3%	\$4,425.79	1.1%
Total Maps	\$10,985.99	5.1%	\$7,598.52	1.9%
Permit Fees	\$336.27	0.2%	\$5,441.74	1.3%
LTO fees	\$3,821.60	1.8%	\$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	\$576.00	0.3%	\$492.00	0.1%
Event Costs	(\$1,270.31)	(0.6)%	\$48,881.11	12.0%
Total Event Costs	\$18,603.18	8.7%	\$162,400.73	40.0%
Promotion & Development				
Junior Development				
Junior Development Wages	\$8,098.45	3.8%	\$0.00	0.0%
Junior Development Other	\$68.18	0.0%	\$0.00	0.0%
Total Junior Development	\$8,166.63	3.8%	\$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	\$975.72	0.5%	\$982.55	0.2%
Road Signs	\$429.09	0.2%	\$0.00	0.0%
Wages - P & D Assistants	\$7,572.50	3.5%	\$6,463.64	1.6%
Wages - Sporting Schools Staff	\$9,740.00	4.6%	\$4,397.50	1.1%
MV Allow. - Sporting Schools	\$2,083.95	1.0%	\$825.75	0.2%
Sporting Schools - expenses	\$236.32	0.1%	\$1,681.26	0.4%
Total Promotion & Development	\$29,282.39	13.7%	\$14,454.73	3.6%
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>\$48,072.61</b>	<b>22.5%</b>	<b>\$177,722.90</b>	<b>43.8%</b>
Gross Profit	\$165,985.66	77.5%	\$228,468.20	56.2%
Expenses				
Audit Fees	\$2,700.00	1.3%	\$1,945.45	0.5%
Bank Fees & Charges				
Bank Account Fees	\$210.50	0.1%	\$206.23	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	\$304.86	0.1%	\$4,269.25	1.1%
Total Bank Fees & Charges	\$582.91	0.3%	\$4,588.48	1.1%
Employee Costs				
MV Allowances (c/km)	\$5,447.79	2.5%	\$5,024.72	1.2%
Employee Travel Reimbursements	\$44.93	0.0%	\$23.20	0.0%
Wages - Permanent Staff				
Wages - Administration Work	\$30,938.10	14.5%	\$33,018.20	8.1%
Wages - P&D Work	\$12,723.15	5.9%	\$7,200.00	1.8%

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Total Wages - Permanent Staff	\$43,661.25	20.4%	\$40,218.20	9.9%
Wages - Admin. Casuals	\$2,795.00	1.3%	\$3,353.65	0.8%
Superannuation				
Compulsory Super'n (9.5%)	\$6,387.65	3.0%	\$4,664.96	1.1%
Reportable Superannuation	\$475.00	0.2%	\$665.00	0.2%
Total Superannuation	\$6,862.65	3.2%	\$5,329.96	1.3%
WorkCover Premiums	\$1,072.87	0.5%	\$1,057.07	0.3%
Other Employer Expenses	\$0.00	0.0%	\$141.82	0.0%
Total Employee Costs	\$59,884.49	28.0%	\$55,148.62	13.6%
Equipment & Control Cards				
Control Card Printing	\$3,395.00	1.6%	\$1,953.00	0.5%
General Equipment	\$953.98	0.4%	\$6,635.50	1.6%
Equipment maintenance	\$4,520.00	2.1%	\$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	\$8,925.88	4.2%	\$8,644.00	2.1%
Grant Disbursement				
SRV Project				
Other SRV Project Costs	\$2,740.91	1.3%	\$4,766.82	1.2%
Total SRV Project	\$2,740.91	1.3%	\$4,766.82	1.2%
ASC Participation Project				
Project Management	\$0.00	0.0%	\$3,000.00	0.7%
Other ASC Project Outgoings	\$1,400.00	0.7%	\$5,164.55	1.3%
Total Grant Disbursement	\$4,140.91	1.9%	\$12,931.37	3.2%
Insurance	\$3,893.58	1.8%	\$3,062.65	0.8%
Legal Fees	\$98.18	0.0%	\$0.00	0.0%
Levies Paid				
OA Affiliation Fees	\$19,341.82	9.0%	\$17,215.45	4.2%
OA Event Levies	\$11,917.45	5.6%	\$9,368.05	2.3%
Other Memberships & Levies	\$484.00	0.2%	\$805.45	0.2%
Total Levies Paid	\$31,743.27	14.8%	\$27,388.95	6.7%
Meeting & Board Reimbursements				
Light Refreshments	\$633.90	0.3%	\$477.00	0.1%
Printing & Stationery	\$143.55	0.1%	\$821.00	0.2%
Total Meeting & Board Reimbursements	\$777.45	0.4%	\$1,298.00	0.3%
Member Communication				
"Australian Orienteer"	\$5,716.35	2.7%	\$5,430.54	1.3%
Depreciation Cameras	\$35.67	0.0%	\$0.00	0.0%
"Orienteer Victoria"				
OV yearbook	\$4,495.75	2.1%	\$4,984.83	1.2%
Total "Orienteer Victoria"	\$4,495.75	2.1%	\$4,984.83	1.2%
Periodical Postage	\$1,305.08	0.6%	\$940.86	0.2%
Websites	\$176.63	0.1%	\$1,445.68	0.4%
Total Member Communication	\$11,729.48	5.5%	\$12,801.91	3.2%
Office				
Admin. Software Licences	\$971.17	0.5%	\$786.26	0.2%
Depreciation Office Equipment	\$222.57	0.1%	\$0.00	0.0%
Office Rent & Outgoings	\$2,852.85	1.3%	\$359.00	0.1%
Photocopying & faxes	\$526.40	0.2%	\$291.28	0.1%

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Postage	\$82.01	0.0%	\$43.37	0.0%
Stationery & Computer Supplies	\$0.00	0.0%	\$120.12	0.0%
Telephone & Internet	\$768.31	0.4%	\$528.12	0.1%
Other Shared Office Outgoings	\$1,427.60	0.7%	\$1,453.72	0.4%
<b>Total Office</b>	<b>\$6,850.91</b>	<b>3.2%</b>	<b>\$3,581.87</b>	<b>0.9%</b>
Promotion & Development				
Advertising				
Fixtures Printing	\$4,055.18	1.9%	\$4,833.46	1.2%
Online Advertising	\$331.34	0.2%	\$0.00	0.0%
Promotional Materials	\$3,275.09	1.5%	\$1,509.63	0.4%
<b>Total Advertising</b>	<b>\$7,661.61</b>	<b>3.6%</b>	<b>\$6,343.09</b>	<b>1.6%</b>
State Teams Training				
Coaching	\$2,121.53	1.0%	\$1,400.73	0.3%
Junior Training	\$0.00	0.0%	\$7,544.18	1.9%
<b>Total State Teams Training</b>	<b>\$2,121.53</b>	<b>1.0%</b>	<b>\$8,944.91</b>	<b>2.2%</b>
Schools Team Contributions	\$2,482.73	1.2%	\$1,386.09	0.3%
Visiting Scholars	\$3,470.00	1.6%	\$180.00	0.0%
Prizes & Trophies	\$552.99	0.3%	\$355.91	0.1%
Team Member Subsidies				
Team Uniforms	(\$0.18)	0.0%	\$832.98	0.2%
Travel - JWOC	\$2,931.82	1.4%	\$2,250.00	0.6%
Travel - National Events	\$2,300.00	1.1%	\$1,568.26	0.4%
Travel - WOC	\$1,500.00	0.7%	\$1,500.00	0.4%
<b>Total Team Member Subsidies</b>	<b>\$6,731.64</b>	<b>3.1%</b>	<b>\$6,151.24</b>	<b>1.5%</b>
<b>Total Promotion &amp; Development</b>	<b>\$23,020.50</b>	<b>10.8%</b>	<b>\$23,361.24</b>	<b>5.8%</b>
SportIdent Systems & Equipment				
Depreciation SI Equipment	\$492.66	0.2%	\$0.00	0.0%
SI Equipment Replacements	\$0.00	0.0%	\$2,253.67	0.6%
SI Software License Fees	\$0.00	0.0%	\$66.22	0.0%
<b>Total SportIdent Systems &amp; Equipment</b>	<b>\$492.66</b>	<b>0.2%</b>	<b>\$2,319.89</b>	<b>0.6%</b>
<b>Total Expenses</b>	<b>\$154,840.22</b>	<b>72.3%</b>	<b>\$157,072.43</b>	<b>38.7%</b>
<b>Operating Profit</b>	<b>\$11,145.44</b>	<b>5.2%</b>	<b>\$71,395.77</b>	<b>17.6%</b>
Other Income				
Interest Income	\$3,516.84	1.6%	\$4,322.13	1.1%
<b>Total Other Income</b>	<b>\$3,516.84</b>	<b>1.6%</b>	<b>\$4,322.13</b>	<b>1.1%</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>\$14,662.28</b>	<b>6.8%</b>	<b>\$75,717.90</b>	<b>18.6%</b>

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