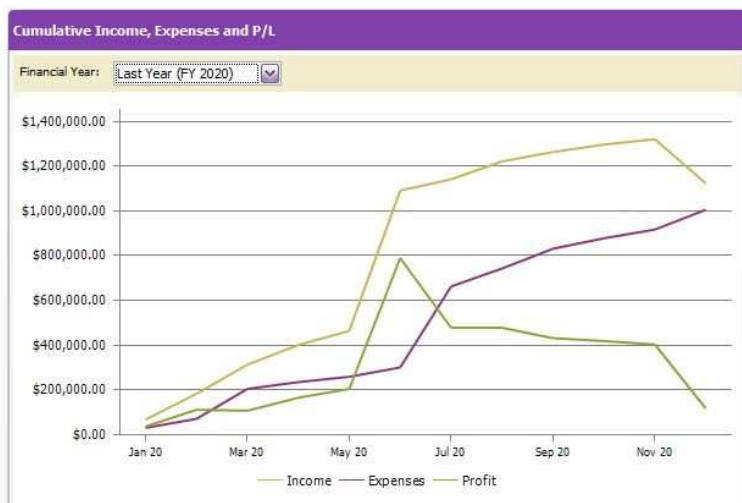
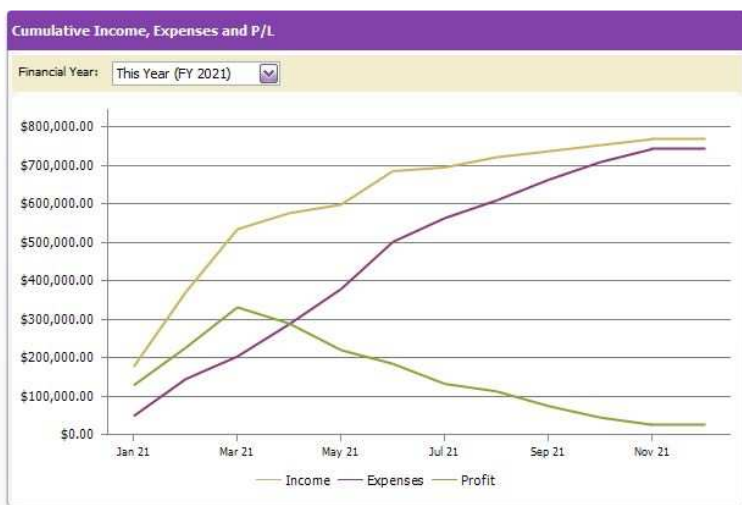
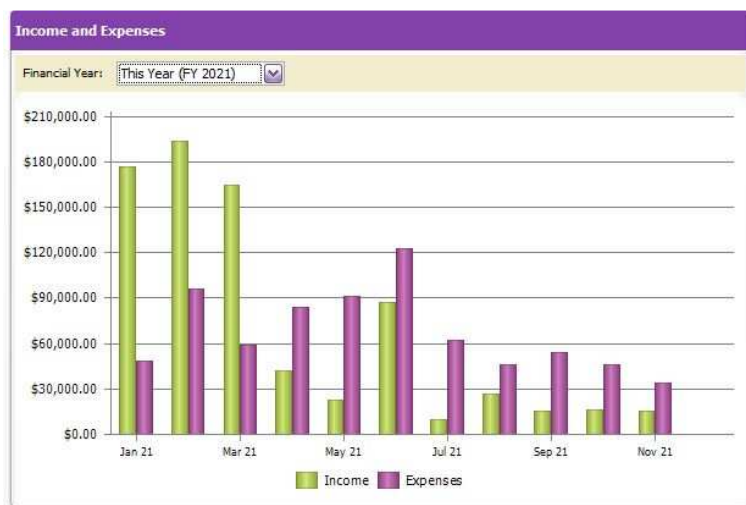


# PONY CLUB NSW TREASURERS REPORT (1 January to 31 October 2021)

## Introduction

For the year ending 31 October 2021 we have recorded a net profit of \$37,922. Affiliation fees has increased a little marginally for the same period last year.

See our graph comparing the income and expenses 2021 to 2020.



The income in the 2021 reflects a strong start to the year, however since June and Covid we saw a big decline. The spike in the 2020 year was post Covid. Regardless of income, the expenses have still come like clock work. The spike in June was insurance to Gow Gates.

## Summary of events.

As per our June Meeting, due to Covid clusters in Sydney it was unfortunate to cancel the State Camp. We did endure a loss of \$15,873.

We seen the cancellation of the State Dressage. Whilst this was a sad decision and another blow to riders, Dubbo venue fixed costs we would have seen a significant loss if some riders were to pull out at last minute if they were in a area of lockdown due to Covid.

It was so great to see we were able to hold Tetrathlon and Gymkhana, One Day Event and Combined Training, Sporting and Camp Drafting, Jumping Equitation with each of the events making a profit of \$15,372.

We have seen an increase in regional schools compared to last year.

Since July, we had a large number of riders registered for the State Showjumping however all refunds have been paid back now to the riders. The hosting Zone were able to mitigate the risk of any major expenses.

The Nationals event was held this year under a hub style format, the expenses are still coming through flowing into November and December reporting.

## Grants and Subsidies received

- \$55,000 sporting & recreation
- \$15,000 Service NSW grant
- \$18,000 Jobkeeper
- \$18,000 JobSeeker
- \$4,545 Ranvet sponsorship
  
- The grant we received from Sport and Recreation Support in the amount of \$252,170 is able to be used towards:
  - essential operating costs to keep core services functioning during the crisis and beyond
  - equipment or other resources to enable new ways of working during the crisis and beyond
  - support related to immediate business planning needs
  - other demonstratable cost that cannot be deferred, refunded or claimed via insurance.

Some of this funding has been spent however we have projects underway which the members will benefit from in the early part of next financial year. The executive and office have been working towards a strategic plan which will be presented in the March 2022 AGM which aligns with using the above grant and focusing on riders, instructors and the future growth of the organisation.

## Other Comparisons from the previous year

- Membership fees – PCA are now charging for active kids and any other membership not captured by Omni (life members, some EFT and cash payments that slipped in) on a quarterly basis instead of a yearly basis which is better for cash flow.
- Insurance was \$171,473 compared to \$123,620 in the 2020 year.
- We have seen a reduction in the postage this year as we are not posting out secretary packs or receipts. We are hoping to see a further reduction in postage as merchandise was sent out this year due to cancel of events or not available at the event.

## Future sustainability and membership fees for 2022.

Pony Club NSW has retained the membership fees for riders at \$76.50, non riders at \$40 for the last 3 years. We understand the last couple years has been unprecedented with bushfires, covid which has had an impact on clubs being able to run rally days and events. However, Pony Club NSW operational costs have been increasing.

Out of the \$76.50 Pony Club Australia Fees have increased each year:

2018	2019	2020	2021	2022
\$6.88	\$9.63	\$12.58	\$15.13	\$16.50

Out of the \$76.50 the insurance we pay has increased from

2018	2019	2020	2021	2022
\$146,906.65	\$166,882.84	\$123,619.90	\$171,472.90	20% increase

We have been advised to expect an increase of 20% on insurance which based on the 2021 year, this is an increase of \$34,294. We are still waiting on finalised information from Pony Club Australia.

See below a comparison of affiliation fees compared to mainly insurance and fixed operational costs.

	<b>2021</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>
<b>Affiliation Fees</b>	\$533,097.41	\$522,346.07	\$620,867.19	\$631,960.41
<b>PCA Fees</b>	\$24,153.33	\$827.27	\$49,107.60	\$30,214.81
<b>Insurance</b>	\$171,472.90	\$123,619.90	\$166,882.84	\$146,906.65
<b>Fixed Operating Costs</b>	\$314,871.37	\$295,232.03	\$283,606.39	\$286,081.87
<b>Net Profit after Fixed Costs</b>	<b>\$22,599.81</b>	<b>\$102,666.87</b>	<b>\$121,270.36</b>	<b>\$168,757.08</b>

As you can see Pony Club NSW to maintain sustainability cannot maintain the membership rider rate of \$76.50. At the March 2020 AGM, it was agreed to increase the 2021 fees to \$80. Due to Covid we agreed to leave it at \$76.50 however, Pony Club NSW cannot continue to absorb these costs and continue to be operational.

Our Affiliation fees have seen a decline however our expenses are continuing to increase.

We move that the 2022 fees be as follows:

- \$80** Riding Members (Increase of \$3.50)
- \$40** Non Riding Members (No change)
- \$20** Second Non Riding Member (No Change)
- \$30** Come and Try Day (Increase of \$5)

**This is less than a cup of coffee for the year.**

I would like to also make a motion in the 2022 March Meeting to make it mandatory that one family member become a non riding member. This is not endorsed by all clubs

## **Conclusion**

The office staff have had to continue to evolve with the changing environment we have been facing with health orders, event changes. They are the front line of our phone calls and emails from clubs, zones and parents and should be applauded for their efforts.

Belinda Tink  
Treasurer  
Pony Club NSW Executive  
28 November 2021 Meeting.

**Profit & Loss Statement**

January 2021 To October 2021

Income		
Affiliation Fees		
Affiliation Fees	\$533,097.41	
<b>Total Affiliation Fees</b>		<b>\$533,097.41</b>
State Championship Fees		
State Championships Admin Fee	\$16,277.61	
State Championship Entry Fee	\$17,253.45	
State Championship First Aid Levy	\$5,522.10	
State Championship stable/yard fee	\$10,895.46	
State Championship camping fee	\$8,140.78	
State Championship Merchandise	\$15,465.85	
State Championship official dinner	\$487.27	
State Championship cattle levy	\$936.37	
State Championship Cross Country Levy	\$645.45	
<b>Total State Championship Fees</b>		<b>\$75,624.34</b>
Schools		
Schools		
Regional Schools	\$11,290.93	
Specialist Schools/Clinics	\$981.81	
<b>Total Schools</b>		<b>\$12,272.74</b>
<b>Total Schools</b>		<b>\$12,272.74</b>
State Camp		
State Camp Fees	-\$250.00	
<b>Total State Camp</b>		<b>-\$250.00</b>
Merchandise		
Merchandise - cards/checklists	\$2,657.54	
Merchandise - publications	\$1,602.73	
Merchandise - uniforms	\$16.20	
Merchandise badges	\$163.32	
Merchandise	\$7,078.92	
<b>Total Merchandise</b>		<b>\$11,518.71</b>
Sponsorship		
Grants	\$70,000.00	
General Sponsorship	\$4,545.45	
<b>Total Sponsorship</b>		<b>\$74,545.45</b>
PCA National Championships		
National - Merchandise	\$1,547.26	
Nationals Training Clinic Income	\$336.75	
Other		
Interest	-\$1,170.71	
Sundry Income	\$1,093.63	
Freight Collected	\$330.34	
Employee Contribution (FBT)	\$8,266.50	
<b>Total Other</b>		<b>\$8,519.76</b>
<b>Total Income</b>		<b>\$717,212.42</b>
Cost of Sales		
Championships		
State Championship Rugs	\$1,845.00	
State Championship First Aid	\$8,247.45	
State Championship Camping	\$1,334.55	

This report includes Year-End Adjustments.

**Profit & Loss Statement**

January 2021 To October 2021

PO Box 2085  
Wollongong NSW 2500ABN: 50 890 419 366  
Email: admin@pcansw.org.au

State Championship Yard/Stables Hire	\$6,316.36	
State Championship Trophies and Ribbons	\$8,898.07	
State Championship Travel	\$6,468.04	
State Championship Accommodation	\$4,930.39	
State Championship Meal Allowance	\$1,698.00	
State Championship Consumables	\$302.70	
State Championship Sundry	\$2,365.61	
State Championship Official Dinner	\$450.00	
State Championship Merchandise	\$10,863.42	
State Championship Printing/Stationary	\$77.50	
State Championship Officials catering/meals	\$757.00	
State Championship Cattle Haulage	\$1,508.00	
State Championship Course Design	\$400.00	
State Championships hire	\$1,038.40	
State Championship Venue Fees	\$8,398.00	
State Championship Judges gifts	\$444.48	
State Championship Venue Hire	\$2,552.00	
State Championship Cleaning/Bins	\$860.00	
State Championship Refund	\$421.71	
<b>Total Championships</b>		<b>\$70,176.68</b>
State Camp		
State Camp - Venue Fees	\$4,454.55	
Camp expenses paid in advance	\$187.05	
State Camp - Travel	\$134.27	
State Camp - Meal Allowances	\$6,000.00	
State Camp - Coaching Fees	\$660.00	
State Camp - Merchandise	\$2,839.36	
State Camp - Misc Expenses	\$1,598.54	
<b>Total State Camp</b>		<b>\$15,873.77</b>
Merchandise		
Merchandise - cards/checklists	\$643.04	
Merchandise - Publications	\$6,027.55	
Merchandise - Uniforms	\$1,123.75	
Merchandise - Badges	\$156.00	
Merchandise - Club resources	\$1,440.00	
Merch Purchases	-\$630.91	
Online Merchandise Fee	\$34.49	
<b>Total Merchandise</b>		<b>\$8,793.92</b>
Club & Zone Expenses		
Grants		
Cross Country Grant	\$500.00	
<b>Total Grants</b>		<b>\$500.00</b>
<b>Total Club &amp; Zone Expenses</b>		<b>\$500.00</b>
Other Championships		
PCA National Championships		
Nationals Training Expenses	\$3,477.14	
Nationals - Merchandise	\$19,046.90	
Nationals - Other	\$27.73	
<b>Total PCA National Championships</b>		<b>\$22,551.77</b>
Mounted Games Nationals		
MG Nationals - Training	\$946.00	

This report includes Year-End Adjustments.

**Profit & Loss Statement**

January 2021 To October 2021

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Total Mounted Games Nationals		\$946.00
IMG 2012		
Freight	\$324.31	
Total Other Championships		\$23,822.08
<b>Total Cost of Sales</b>		<b>\$119,166.45</b>
<b>Gross Profit</b>		<b>\$598,045.97</b>
<b>Expenses</b>		
General & Administrative		
Accounting & Auditor Fees	\$2,350.00	
Bank Charges	\$1,309.62	
Merchant Fees	\$156.69	
Paypal Charges	\$19.98	
Freight Paid	\$9.05	
Legal & Professional Fees	\$182.62	
Office Supplies	\$446.64	
Postage	\$9,563.48	
Printing & Stationary	\$3,086.94	
Printer Ink	\$265.48	
Membership Fees	\$24,153.33	
Late Fees Paid	\$5,093.95	
Total General & Administrative		\$46,637.78
Marketing		
Advertising & Promotion	\$937.68	
Volunteer of the Year Award	\$597.50	
Awards & Presentations	\$286.70	
Total Marketing		\$1,821.88
Operating		
Insurance - Building	\$2,097.27	
Insurance - Members	\$171,472.90	
Strata Fees	\$2,640.00	
Fire Security	\$87.82	
Electricity	\$1,237.49	
Telephone	\$3,214.35	
Water Rates	\$53.19	
Recycling Fees	\$195.00	
Cleaning Expenses	\$720.00	
Broadband	\$2,097.81	
Storage fees	\$794.75	
Council Rates	\$652.71	
Repairs & Maintenance	\$1,490.46	
IT Consultancy Fees	\$11,187.24	
Computer Software	\$1,755.45	
Computer Hardware	\$4,337.55	
State Meeting Expenses	\$1,137.65	
Total Operating		\$205,171.64
Employment Expenses		
Wages & Salaries		
Wages - Admininstrative	\$198,702.93	
Wages - Instructor Schools	\$14,850.00	
Wages - Regional Schools	\$12,640.00	

This report includes Year-End Adjustments.

**Profit & Loss Statement**

January 2021 To October 2021

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Wages - Specialist Schools	\$18,850.00	
Administration School Expenses	\$188.19	
Presenter fees Specialist Scho	\$1,000.00	
Wages - NCAS Assessment School	\$3,960.00	
Executive Committee Honoraiiums	\$23,000.00	
Superannuation	\$30,452.98	
Workers' Compensation	\$3,773.94	
<b>Total Wages &amp; Salaries</b>		<b>\$307,418.04</b>
Travel & Accomodation Reimbursement		
Travel Flights	\$3,574.10	
Travel Car Hire & Taxi	\$3,070.72	
Travel Parking & Tolls	\$405.69	
Misc. Reimbursements	\$155.92	
<b>Total Travel &amp; Accomodation Reimbursement</b>		<b>\$7,206.43</b>
Travel, Accomodation & Meals		
Travel - Administrative	\$4,902.96	
Travel - PIP Schools	\$1,119.00	
Travel - Instructor Schools	\$3,307.68	
Meals - Instructor School	\$192.48	
Travel - Regional Schools	\$2,690.99	
Meals - Regional Schools	\$227.62	
Travel - Specialist Schools	\$5,300.16	
Accomodation - Special Schools	\$1,006.18	
Meals - Specialist Schools	\$522.44	
Travel - NCAS Assessment	\$700.15	
Accomodation - NCAS Assessment	\$160.00	
Meals - NCAS Assessment	\$29.70	
Other Employment Expenses		
Staff Amenities	\$742.67	
Staff Parking	\$1,888.20	
Novated Lease	\$4,876.73	
FBT Expense	\$109.85	
Sundry Expenses	\$90.91	
<b>Total Other Employment Expenses</b>		<b>\$7,708.36</b>
<b>Total Employment Expenses</b>		<b>\$342,492.19</b>
<b>Total Expenses</b>		<b>\$596,123.49</b>
<b>Operating Profit</b>		<b>\$1,922.48</b>
Other Income		
JOBKEEPER SUBSIDY NO GST	\$18,000.00	
JobSeeker Payment	\$18,000.00	
<b>Total Other Income</b>		<b>\$36,000.00</b>
<b>Total Other Expenses</b>		<b>\$0.00</b>
<b>Net Profit/(Loss)</b>		<b>\$37,922.48</b>

This report includes Year-End Adjustments.

# The Pony Club Association of NSW

## Profit & Loss Statement

	1 January 2021 to 31 October 2021	01 January 2020 to 31 October 2020	01 January 2019 to 31 October 2019	1 January 2018 to 31 October 2021
<b>Income</b>				
<b>Affiliation Fees</b>				
Affiliation Fees	\$533,097.41	\$522,346.07	\$620,867.19	\$631,960.41
SportS Connect Exemption Cards	\$0.00	\$22.73	\$22.73	\$0.00
<b>Total Affiliation Fees</b>	<b>\$533,097.41</b>	<b>\$522,368.80</b>	<b>\$620,889.92</b>	<b>\$631,960.41</b>
<b>State Championship Fees</b>				
State Championships Admin Fee	\$16,277.61	\$2,763.64	\$12,181.77	\$7,272.76
State Championship Entry Fee	\$17,253.45	\$4,663.64	\$0.00	\$0.00
State Championship First Aid Levy	\$5,522.10	\$1,350.00	\$0.00	\$0.00
State Championship stable/yard fee	\$10,895.46	\$5,209.09	\$0.00	\$0.00
State Championship camping fee	\$8,140.78	\$2,636.36	\$0.00	\$0.00
State Championship Merchandise	\$15,465.85	\$0.00	\$0.00	\$0.00
State Championship official dinner	\$487.27	\$403.63	\$0.00	\$0.00
State Championship cattle levy	\$936.37	\$0.00	\$0.00	\$0.00
State Championship Overpayments	\$0.00	\$0.00	\$0.00	\$0.00
State Championship Cross Country Levy	\$645.45	\$0.00	\$0.00	\$0.00
State Championship Sponsorship	\$0.00	(\$54.55)	\$0.00	\$0.00
State Championship Bond	\$0.00	(\$181.82)	\$0.00	\$0.00
<b>Dressage</b>				
DR Entry Fees	\$0.00	\$0.00	\$2,945.47	\$5,659.08
DR Camping Fees	\$0.00	\$0.00	\$0.00	\$0.00
DR Stabling	\$0.00	\$0.00	\$0.00	\$0.00
DR Sponsorship	\$0.00	\$0.00	\$0.00	\$0.00
DR Trade Stand	\$0.00	\$0.00	\$0.00	\$272.73
<b>Total Dressage</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$2,945.47</b>	<b>\$5,931.81</b>
<b>Sporting &amp; Campdrafting</b>				
SP&CD Entry Fees	\$0.00	\$0.00	\$17,754.54	\$9,900.00
SP&CD Camping Fees	\$0.00	\$0.00	\$4,965.48	\$8,663.62
SP&CD Stabling	\$0.00	\$0.00	\$16,696.14	\$13,781.82
SP&CD Sponsorship	\$0.00	\$0.00	\$0.00	\$0.00
SP&CD Cattle Levy	\$0.00	\$0.00	\$0.00	\$0.00
Team Penning Entry Fees	\$0.00	\$0.00	\$0.00	\$2,045.46
<b>Total Sporting &amp; Campdrafting</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$39,416.16</b>	<b>\$34,390.90</b>
<b>Jumping Equitation</b>				
JE Entry Fees	\$0.00	\$0.00	\$0.00	\$4,213.65
JE Camping Fees	\$0.00	\$0.00	\$0.00	\$0.00
JE Stabling	\$0.00	\$0.00	\$0.00	\$0.00
JE Sponsorship	\$0.00	\$0.00	\$0.00	\$0.00
JE Administration Fee	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Jumping Equitation</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$4,213.65</b>
<b>Polocrosse</b>				
PC Entry Fees	\$0.00	\$0.00	\$0.00	\$0.00
PC Camping Fees	\$0.00	\$0.00	\$0.00	\$0.00
PC Stabling	\$0.00	\$0.00	\$0.00	\$0.00
PC Sponsorship	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Polocrosse</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>Showjumping</b>				
SJ Entry Fees	\$0.00	\$0.00	\$7,744.09	\$7,200.00
SJ Camping Fees	\$0.00	\$0.00	\$3,957.43	\$0.00
SJ Stabling	\$0.00	\$0.00	\$13,353.62	\$0.00
SJ Sponsorship	\$0.00	\$0.00	\$0.00	\$0.00
SJ Administration Fee	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Showjumping</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$25,055.14</b>	<b>\$7,200.00</b>
<b>Mounted Games</b>				
MG Entry Fees	\$0.00	\$0.00	\$6,340.92	\$3,068.19



MG Camping Fees	\$0.00	\$0.00	\$1,284.55	\$3,477.29
MG Stabling	\$0.00	\$0.00	\$4,653.85	\$5,568.16
MG Sponsorship	\$0.00	\$0.00	\$0.00	\$0.00
MG Merchandise	\$0.00	\$0.00	\$0.00	\$4,027.27
Team Sporting Entry Fees	\$0.00	\$0.00	\$0.00	\$2,863.62
MG Dinner Fees	\$0.00	\$0.00	\$0.00	\$1,853.00
<b>Total Mounted Games</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$12,279.32</b>	<b>\$20,857.53</b>
<b>ODE</b>				
ODE Entry Fees	\$0.00	\$0.00	\$4,774.06	\$3,722.71
ODE Camping Fees	\$0.00	\$0.00	\$1,929.08	\$2,395.47
ODE Stabling	\$0.00	\$0.00	\$8,778.20	\$7,381.81
ODE Sponsorship	\$0.00	\$0.00	\$5,655.45	\$0.00
ODE Merchandise	\$0.00	\$0.00	\$0.00	\$5,290.90
ODE Dinner	\$0.00	\$0.00	\$0.00	\$550.90
Combined Training Entry Fees	\$0.00	\$0.00	\$0.00	\$2,086.37
<b>Total ODE</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$21,136.79</b>	<b>\$21,428.16</b>
<b>Showriding</b>				
SR Entry Fees	\$0.00	\$0.00	\$2,781.80	\$6,013.63
SR Camping Fees	\$0.00	\$0.00	\$0.00	\$0.00
SR Stabling	\$0.00	\$0.00	\$0.00	\$0.00
SR Sponsorship	\$0.00	\$0.00	\$0.00	\$0.00
April Championship income	\$0.00	\$0.00	\$0.00	\$0.00
April Champ Official Dinner	\$0.00	\$0.00	\$2,859.07	\$3,386.36
April Champ Sponsorship	\$0.00	\$0.00	\$0.00	\$0.00
April Champ Merchandise	\$0.00	\$0.00	\$20,961.36	\$11,227.04
<b>Total Showriding</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$26,602.23</b>	<b>\$20,627.03</b>
<b>July Combined Champs Income</b>				
July Camping Fee	\$0.00	\$0.00	\$0.00	\$8,931.80
July Yard/stable fee	\$0.00	\$0.00	\$0.00	\$17,722.71
July Shavings income	\$0.00	\$0.00	\$0.00	\$0.00
July champs trade stand	\$0.00	\$0.00	\$0.00	\$0.00
July Champs dinner	\$0.00	\$0.00	\$3,635.00	\$0.00
July Champs Sponsorship	\$0.00	\$0.00	\$672.36	\$0.00
July Champs Merchandise	\$0.00	\$0.00	\$15,581.82	\$15,169.53
July Champs Admin Fee	\$0.00	\$0.00	\$3,663.64	\$4,181.83
July Champ Bond fee	\$0.00	\$0.00	\$9,681.82	\$0.00
<b>Total July Combined Champs Income</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$33,234.64</b>	<b>\$46,005.87</b>
<b>January Combined Champs income</b>				
January Merchandise	\$0.00	\$0.00	\$1,674.54	\$5,072.73
January Champs Trade Stand	\$0.00	\$0.00	\$545.46	\$381.81
January Champs Stabling	\$0.00	\$0.00	\$10,177.27	\$28,050.02
January Champs Camping	\$0.00	\$0.00	\$2,270.47	\$11,181.84
January Champs Volunteer Levy	\$0.00	\$0.00	\$0.00	\$681.84
January Champs Shavings	\$0.00	\$0.00	\$0.00	\$6,490.90
January Champs Overpayments	\$0.00	\$0.00	\$1,022.73	\$223.62
January Dinner	\$0.00	\$0.00	\$1,000.00	\$0.00
<b>Total January Combined Champs income</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$16,690.47</b>	<b>\$52,082.76</b>
<b>Total State Championship Fees</b>	<b>\$75,624.34</b>	<b>\$16,789.99</b>	<b>\$189,541.99</b>	<b>\$220,010.47</b>
<b>Schools</b>				
<b>Schools</b>				
Regional Schools	\$11,290.93	\$11,127.29	\$12,109.11	\$13,090.88
Specialist Schools/Clinics	\$981.81	\$981.81	\$3,363.63	\$1,309.08
PIP Schools	\$0.00	\$0.00	\$5,200.00	\$71,777.82
<b>Total Schools</b>	<b>\$12,272.74</b>	<b>\$12,109.10</b>	<b>\$20,672.74</b>	<b>\$86,177.78</b>
<b>State Camp</b>				
State Camp Fees	(\$250.00)	\$3,281.83	\$20,460.46	\$17,068.18
State Camp Merchandise	\$0.00	\$0.00	\$63.63	\$2,535.00
Camp income in advance	\$0.00	\$0.00	(\$285.00)	\$0.00
State Camp Sponsorship	\$0.00	\$0.00	\$363.64	\$412.50
<b>Total State Camp</b>	<b>(\$250.00)</b>	<b>\$3,281.83</b>	<b>\$20,602.73</b>	<b>\$20,015.68</b>
<b>Merchandise</b>				
Merchandise - cards/checklists	\$2,657.54	\$3,333.57	\$0.00	\$0.00

Merchandise - publications	\$1,602.73	\$5,215.21	\$0.00	\$0.00
Merchandise - uniforms	\$16.20	\$182.46	\$0.00	\$0.00
Merchandise badges	\$163.32	\$49.46	\$0.00	\$0.00
Merchandise - club resources	\$0.00	\$37.19	\$0.00	\$0.00
YEAR BOOK	\$0.00	\$545.42	\$772.68	\$363.60
Merchandise	\$7,078.92	\$24,140.36	\$27,213.92	\$26,677.59
<b>Total Merchandise</b>	<b>\$11,518.71</b>	<b>\$33,503.67</b>	<b>\$27,986.60</b>	<b>\$27,041.19</b>
<b>Sponsorship</b>				
Grants	\$70,000.00	\$65,000.00	\$55,000.00	\$86,250.00
Grassroots Grant OoS	\$0.00	\$268,000.00	\$0.00	\$0.00
Sports Recovery Grant OoS	\$0.00	\$252,170.39	\$0.00	\$0.00
Advertising	\$0.00	\$0.00	\$1,409.09	\$454.55
General Sponsorship	\$4,545.45	\$0.00	\$2,727.27	\$2,727.27
<b>Total Sponsorship</b>	<b>\$74,545.45</b>	<b>\$585,170.39</b>	<b>\$59,136.36</b>	<b>\$89,431.82</b>
<b>Other Championship Fees</b>				
RAS stable fee	\$0.00	\$0.00	\$280.00	\$0.00
<b>Total Other Championship Fees</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$280.00</b>	<b>\$0.00</b>
<b>PCA National Championships</b>				
National - Entry Fees	\$0.00	\$0.00	\$221,327.28	\$0.00
National - Meals	\$0.00	\$0.00	\$46,581.78	\$45.46
National - Merchandise	\$1,547.26	\$0.00	\$22,552.31	\$549.99
Nationals - Stable/Yard fees	\$0.00	\$0.00	\$103,842.74	\$0.00
Nationals Camping fees	\$0.00	\$0.00	\$61,975.51	\$0.00
Nationals Stable Bond Fee	\$0.00	\$0.00	\$10,025.00	\$0.00
Nationals Training Clinic Income	\$336.75	\$0.00	\$0.00	\$0.00
Mounted Games Nationals	\$0.00	\$0.00	\$0.00	\$795.36
National Training camps	\$0.00	\$0.00	\$28,933.82	\$0.00
Nationals Sponsorship	\$0.00	\$181.82	\$45,990.88	\$0.00
National - Souvenir Merch	\$0.00	\$0.00	\$21,251.83	\$0.00
Nationals Raffle tickets sold	\$0.00	\$0.00	\$4,095.32	\$0.00
Nationals Bus	\$0.00	\$0.00	\$1,101.81	\$0.00
<b>Other</b>				
Interest	(\$1,170.71)	\$7,755.28	\$6,469.63	\$7,011.83
Sundry Income	\$1,093.63	\$4,490.38	\$3,536.36	\$2,236.23
PIP Membership	\$0.00	\$227.27	\$3,681.72	\$90.90
Freight Collected	\$330.34	\$352.59	\$929.09	\$140.91
Late Fees Collected	\$0.00	\$0.00	\$21.00	\$983.04
Employee Contribution (FBT)	\$8,266.50	\$3,381.75	\$0.00	\$0.00
<b>Total Other</b>	<b>\$8,519.76</b>	<b>\$16,207.27</b>	<b>\$14,637.80</b>	<b>\$10,462.91</b>
<b>Total Income</b>	<b>\$717,281.97</b>	<b>\$1,189,612.87</b>	<b>\$1,521,426.42</b>	<b>\$1,086,491.07</b>
<b>Cost of Sales</b>				
<b>Championships</b>				
State Championship Rugs	\$1,845.00	\$0.00	\$0.00	\$636.13
State Championship First Aid	\$8,247.45	\$0.00	\$0.00	\$636.36
State Championship Camping	\$1,334.55	\$0.00	\$613.64	\$0.00
State Championship Yard/Stables Hire	\$6,316.36	\$0.00	\$6,000.00	\$5,682.65
State Championship Trophies and Ribbons	\$8,898.07	\$1,902.84	\$0.00	\$0.00
State Championship Travel	\$6,468.04	\$0.00	\$0.00	\$0.00
State Championship Accommodation	\$4,930.39	\$0.00	\$0.00	\$0.00
State Championship Meal Allowance	\$1,698.00	\$0.00	\$0.00	\$841.00
State Championship Consumables	\$302.70	\$0.00	\$529.05	\$197.10
State Championship Sundry	\$2,365.61	\$2,425.77	\$293.78	\$3,062.98
Pony Club Riders Cup	\$0.00	\$317.50	\$0.00	\$0.00
State Championship Official Dinner	\$450.00	\$0.00	\$3,105.00	\$3,343.18
State Championship Merchandise	\$10,863.42	\$3,354.00	\$16,630.73	\$8,373.75
State Championship Freight	\$0.00	\$0.00	\$0.00	\$26.77
State Championship Printing/Stationary	\$77.50	\$0.00	\$0.00	\$0.00
State Championship Officials catering/meals	\$757.00	\$0.00	\$3,801.89	\$0.00
July Champs First Aid	\$0.00	\$0.00	\$0.00	\$3,760.00
State Championship Cattle Haulage	\$1,508.00	\$0.00	\$0.00	\$0.00
State Championship Course Design	\$400.00	\$0.00	\$5,563.64	\$6,825.00
July Champs consumables	\$0.00	\$0.00	\$105.36	\$109.85

July Champs Merchandise	\$0.00	\$0.00	\$12,128.18	\$13,301.00
July Champs Rugs	\$0.00	\$0.00	\$990.00	\$363.64
State Championships hire	\$1,038.40	\$0.00	\$1,257.63	\$0.00
State Championship Venue Fees	\$8,398.00	\$0.00	\$0.00	\$0.00
July Champs Freight	\$0.00	\$0.00	\$152.75	\$0.00
State Championship Judges gifts	\$444.48	\$0.00	\$170.68	\$0.00
State Championship Venue Hire	\$2,552.00	\$0.00	\$8,563.64	\$14,684.21
State Championship Cleaning/Bins	\$860.00	\$0.00	\$300.00	\$0.00
State Championship Refund	\$421.71	\$17,053.07	\$9,227.26	\$0.00
<b>Total Championships</b>	<b>\$70,176.68</b>	<b>\$25,053.18</b>	<b>\$69,433.23</b>	<b>\$61,843.62</b>
<b>Dressage</b>				
DR Printing	\$0.00	\$0.00	\$0.00	\$216.00
DR Trophies & Ribbons	\$0.00	\$0.00	\$921.78	\$723.64
DR Travel	\$0.00	\$0.00	\$1,083.92	\$1,854.28
DR Accomodation	\$0.00	\$0.00	\$1,005.46	\$2,654.54
DR Meal Allowances	\$0.00	\$0.00	\$300.00	\$948.00
DR First Aid	\$0.00	\$0.00	\$0.00	\$1,285.22
<b>Total Dressage</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$3,311.16</b>	<b>\$7,681.68</b>
<b>Sporting &amp; Campdrafting</b>				
SP&CD Camping Fees	\$0.00	\$0.00	\$136.36	\$5,627.29
SP&CD Stable Fees	\$0.00	\$0.00	\$727.28	\$554.53
SP&CD Trophies & Ribbons	\$0.00	\$0.00	\$2,823.06	\$2,233.21
SP&CD Travel	\$0.00	\$0.00	\$1,095.48	\$1,948.40
SP&CD Accomodation	\$0.00	\$0.00	\$2,296.36	\$3,545.46
SP&CD Meal Allowances	\$0.00	\$0.00	\$120.00	\$390.00
SP&CD First Aid	\$0.00	\$0.00	\$1,948.36	\$0.00
SP&CD Cattle Levy	\$0.00	\$0.00	\$2,000.00	\$1,200.00
Team Penning Cattle haulage	\$0.00	\$0.00	\$443.18	\$0.00
Campdraft Cattle haulage	\$0.00	\$0.00	\$443.18	\$0.00
SP&CD entry fee refund	\$0.00	\$0.00	\$237.00	\$0.00
<b>Total Sporting &amp; Campdrafting</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$12,270.26</b>	<b>\$15,498.89</b>
<b>Jumping Equitation</b>				
JE Trophies & Ribbons	\$0.00	\$0.00	\$0.00	\$1,129.55
JE Travel	\$0.00	\$0.00	\$0.00	\$1,951.86
JE Accomodation	\$0.00	\$0.00	(\$583.03)	\$3,159.08
JE Meal Allowances	\$0.00	\$0.00	\$0.00	\$1,241.75
JE Course design	\$0.00	\$0.00	\$0.00	\$1,400.00
<b>Total Jumping Equitation</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>(\$583.03)</b>	<b>\$8,882.24</b>
<b>Showjumping</b>				
SJ Camping Fees	\$0.00	\$0.00	\$604.53	\$450.00
SJ Stable Fees	\$0.00	\$0.00	\$590.91	\$0.00
SJ Trophies & Ribbons	\$0.00	\$0.00	\$2,784.24	\$2,482.74
SJ Travel	\$0.00	\$0.00	\$1,051.16	\$1,774.74
SJ Accomodation	\$0.00	\$0.00	\$2,220.45	\$2,593.65
SJ Meal Allowances	\$0.00	\$0.00	\$771.50	\$1,061.75
SJ First Aid	\$0.00	\$0.00	\$2,465.45	\$0.00
<b>Total Showjumping</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$10,488.24</b>	<b>\$8,362.88</b>
<b>Mounted Games</b>				
MG Printing	\$0.00	\$0.00	\$0.00	\$83.16
MG Camping Fees	\$0.00	\$0.00	\$0.00	\$3,568.19
MG Trophies & Ribbons	\$0.00	\$0.00	\$1,935.80	\$2,041.76
MG Travel	\$0.00	\$0.00	\$1,012.84	\$2,033.76
MG Accomodation	\$0.00	\$0.00	\$1,530.91	\$931.82
MG Meal Allowances	\$0.00	\$0.00	\$120.00	\$492.50
MG First Aid	\$0.00	\$0.00	\$1,298.91	\$1,527.27
MG Merchandise	\$0.00	\$0.00	\$0.00	\$3,705.49
<b>Total Mounted Games</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$5,898.46</b>	<b>\$14,383.95</b>
<b>One Day Event</b>				
ODE Printing	\$0.00	\$0.00	\$0.00	\$200.63
ODE Arena & Equipment hire	\$0.00	\$0.00	\$0.00	\$1,445.00
ODE Camping Fees	\$0.00	\$0.00	\$398.16	\$540.91
ODE Stabling	\$0.00	\$0.00	\$527.27	\$1,977.27

ODE Trophies & Ribbons	\$0.00	\$0.00	\$916.00	\$1,152.75
ODE Travel	\$0.00	\$0.00	\$2,098.90	\$3,116.12
ODE Accomodation	\$0.00	\$0.00	\$2,836.60	\$2,828.73
ODE Meal Allowances	\$0.00	\$0.00	\$752.67	\$3,548.00
ODE First Aid & Ambulance	\$0.00	\$0.00	\$2,465.46	\$1,959.09
ODE Course Design	\$0.00	\$0.00	\$4,879.00	\$2,400.00
ODE Merchandise	\$0.00	\$0.00	\$0.00	\$4,245.90
<b>Total One Day Event</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$14,874.06</b>	<b>\$23,414.40</b>
<b>Showriding</b>				
SR Printing	\$0.00	\$0.00	\$0.00	\$264.00
SR Trophies & Ribbons	\$0.00	\$0.00	\$2,044.66	\$706.81
SR Travel	\$0.00	\$0.00	\$1,188.88	\$1,780.04
SR Accomodation	\$0.00	\$0.00	\$1,005.45	\$3,463.64
SR Meal Allowances	\$0.00	\$0.00	\$390.00	\$858.00
SR First Aid	\$0.00	\$0.00	\$3,014.09	\$1,285.23
<b>Total Showriding</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$7,643.08</b>	<b>\$8,357.72</b>
<b>State Championship Expenses</b>				
SJ Course Design	\$0.00	\$0.00	\$900.00	\$2,150.00
<b>Combined Training</b>				
CT Accomodation	\$0.00	\$0.00	\$754.08	\$0.00
CT Trophies & Ribbons	\$0.00	\$0.00	\$0.00	\$1,171.36
<b>Total Combined Training</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$754.08</b>	<b>\$1,171.36</b>
<b>Team Sporting</b>				
Team Sporting Travel	\$0.00	\$0.00	\$0.00	\$0.00
Team Sporting Meal Allowance	\$0.00	\$0.00	\$0.00	\$15.67
Team Sporting Trophies & Ribbo	\$0.00	\$0.00	\$1,940.80	\$2,406.11
Team Sporting Printing	\$0.00	\$0.00	\$0.00	\$0.00
TS entry fee refund	\$0.00	\$0.00	\$45.00	\$0.00
<b>Total Team Sporting</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$1,985.80</b>	<b>\$2,421.78</b>
<b>Team Penning</b>				
Team Penning Travel	\$0.00	\$0.00	\$0.00	\$216.00
Team Penning Trophies & Ribbon	\$0.00	\$0.00	\$327.10	\$167.70
Team Penning Meal Allowance	\$0.00	\$0.00	\$0.00	\$30.00
Team Penning Printing	\$0.00	\$0.00	\$0.00	\$0.00
TP entry fee refund	\$0.00	\$0.00	\$90.00	\$0.00
<b>Total Team Penning</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$417.10</b>	<b>\$413.70</b>
<b>January Combined Championships</b>				
January Champs Shavings	\$0.00	\$0.00	\$0.00	\$5,527.28
January Champs Merch Purch	\$0.00	\$0.00	\$1,700.30	\$9,377.27
January Champ Venue Hire	\$0.00	\$0.00	\$6,288.18	\$21,781.81
January Champs Stables/Yards	\$0.00	\$0.00	\$545.45	\$18,691.83
Jan Champs Sundry	\$0.00	\$0.00	\$0.00	\$155.67
Jan Official dinner & catering	\$0.00	\$0.00	\$1,260.00	\$0.00
<b>Total January Combined Championships</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$9,793.93</b>	<b>\$55,533.86</b>
<b>Schools</b>				
<b>Regional Schools</b>				
Regional School Accomodation	\$0.00	\$0.00	\$339.49	\$0.00
Regional School Travel	\$0.00	\$0.00	\$13.86	\$0.00
<b>Total Regional Schools</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$353.35</b>	<b>\$0.00</b>
<b>Specialist Schools</b>				
Specialist School Accomodation	\$0.00	\$0.00	\$138.41	\$90.91
Specialist School Travel	\$0.00	\$0.00	\$598.91	\$100.00
<b>Total Specialist Schools</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$737.32</b>	<b>\$190.91</b>
<b>Assessment Schools</b>				
Assessment School Accomodation	\$0.00	\$0.00	\$0.00	\$0.00
Assessment School Travel	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Assessment Schools</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>State Camp</b>				
State Camp - Venue Fees	\$4,454.55	\$4,454.55	\$45,513.73	\$29,654.69
Camp expenses paid in advance	\$187.05	\$0.00	\$983.20	\$0.00
State Camp - Accomodation	\$0.00	\$0.00	\$1,881.92	\$5,866.68
State Camp - Travel	\$134.27	\$439.65	\$3,560.44	\$2,035.56

State Camp - Meal Allowances	\$6,000.00	\$6,000.00	\$18,162.00	\$7,878.47
State Camp - Coaching Fees	\$660.00	\$1,817.10	\$15,643.64	\$16,700.00
State Camp - Merchandise	\$2,839.36	\$2,788.98	\$2,205.36	\$2,370.00
State Camp - Printing	\$0.00	\$0.00	\$100.71	\$70.38
State Camp - Misc Expenses	\$1,598.54	\$4,266.55	\$3,551.65	\$15,399.94
State Camp refund	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total State Camp</b>	<b>\$15,873.77</b>	<b>\$19,766.83</b>	<b>\$91,602.65</b>	<b>\$79,975.72</b>
<b>Merchandise</b>				
Merchandise - cards/checklists	\$643.04	\$652.95	\$0.00	\$0.00
Merchandise - Publications	\$6,027.55	\$1,795.66	\$0.00	\$0.00
Merchandise - Uniforms	\$1,123.75	\$160.00	\$0.00	\$0.00
Merchandise - Badges	\$156.00	\$48.00	\$0.00	\$0.00
Merchandise - Club resources	\$1,440.00	\$136.88	\$0.00	\$0.00
Merch Opening Stock	\$0.00	\$0.00	\$0.00	\$0.00
Merch Purchases	(\$630.91)	\$4,230.03	\$15,163.57	\$18,849.02
Merch Closing Stock	\$0.00	\$0.00	\$0.00	\$0.00
Online Merchandise Fee	\$34.49	\$0.00	\$0.00	\$0.00
<b>Total Merchandise</b>	<b>\$8,793.92</b>	<b>\$7,023.52</b>	<b>\$15,163.57</b>	<b>\$18,849.02</b>
<b>Club &amp; Zone Expenses</b>				
<b>Grants</b>				
Cross Country Grant	\$500.00	\$0.00	\$500.00	\$0.00
Camp Assistance Grant	\$0.00	\$0.00	\$0.00	\$0.00
Grassroots Sports Fund	\$0.00	\$264,343.63	\$0.00	\$0.00
Office of Sport Support Grant	\$0.00	\$39,133.74	\$0.00	\$0.00
<b>Total Grants</b>	<b>\$500.00</b>	<b>\$303,477.37</b>	<b>\$500.00</b>	<b>\$0.00</b>
<b>Other Championships</b>				
<b>Interstate Championships</b>				
State Championship Rugs	\$0.00	\$0.00	\$272.70	\$0.00
Interstate Champ - Entry Fees	\$0.00	\$0.00	\$0.00	\$0.00
Interstate Champ - Travel	\$0.00	\$0.00	\$0.00	\$0.00
JE entry fee refund	\$0.00	\$0.00	\$0.00	\$0.00
ODE entry fee refund	\$0.00	\$0.00	\$0.00	\$0.00
Interstate Champ -Accommodation	\$0.00	\$0.00	\$0.00	\$0.00
Interstate Champ - Training	\$0.00	\$0.00	\$0.00	\$0.00
Interstate Champ - Uniforms	\$0.00	\$0.00	\$0.00	\$0.00
Interstate Champ - Meals	\$0.00	\$0.00	\$0.00	\$0.00
Interstate Champ - Other Exp	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Interstate Championships</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$272.70</b>	<b>\$0.00</b>
<b>PCA National Championships</b>				
Nationals - Entry Fees	\$0.00	\$0.00	\$10,666.82	\$3,181.82
Nationals Venue Hire & Labour	\$0.00	\$330.00	\$0.00	\$0.00
Nationals - Printing	\$0.00	\$0.00	\$1,127.80	\$0.00
Nationals - Stable Fees	\$0.00	\$0.00	\$27,445.09	\$0.00
Nationals Stable bond refund	\$0.00	\$0.00	\$8,400.00	\$0.00
Nationals - Camping Fees	\$0.00	\$0.00	\$12,895.46	\$0.00
Nationals - Trophies & Ribbons	\$0.00	\$0.00	\$8,885.35	\$0.00
Nationals - Travel	\$0.00	\$0.00	\$6,995.32	\$1,227.83
Nationals Fundraising Raffle	\$0.00	\$0.00	\$578.23	\$0.00
Nationals Office & Equipment	\$0.00	\$0.00	\$617.30	\$0.00
Nationals - Accommodation	\$0.00	\$0.00	\$1,008.08	\$268.00
Nationals - Meal Allowances	\$0.00	\$0.00	\$59,677.35	(\$50.00)
Nationals Official Dinner	\$0.00	\$0.00	\$62,713.63	\$6,296.36
Nationals Training Expenses	\$3,477.14	\$0.00	\$21,652.07	\$0.00
2019 Nat Venue	\$0.00	\$0.00	\$0.00	\$0.00
Nationals Course Design	\$0.00	\$0.00	\$6,908.18	\$0.00
Nationals equipment hire	\$0.00	\$0.00	\$8,545.95	\$0.00
Nationals First Aid	\$0.00	\$0.00	\$7,103.41	\$0.00
Nationals - Merchandise	\$19,046.90	\$0.00	\$23,623.60	\$588.18
Nationals Sov Merchandise	\$0.00	\$0.00	\$0.00	\$0.00
Nationals - Other	\$27.73	\$1,583.50	\$12,281.51	\$9,596.51
<b>Total PCA National Championships</b>	<b>\$22,551.77</b>	<b>\$1,913.50</b>	<b>\$281,125.15</b>	<b>\$21,108.70</b>
Mounted Games Nationals				

MG Nationals - Travel	\$0.00	\$0.00	\$0.00	\$2,719.37
MG Nationals - Entry Fees	\$0.00	\$0.00	\$0.00	\$0.00
MG Nationals - Accomodation	\$0.00	\$0.00	\$0.00	\$0.00
MG Nationals - Meals	\$0.00	\$0.00	\$0.00	\$1,921.00
MG Nationals - Uniforms	\$0.00	\$0.00	\$0.00	\$0.00
MG Nationals - Training	\$946.00	\$1,320.00	\$0.00	\$4,000.00
MG Nationals - Other Exp	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Mounted Games Nationals</b>	<b>\$946.00</b>	<b>\$1,320.00</b>	<b>\$0.00</b>	<b>\$8,640.37</b>
<b>International Championships</b>				
Internationals - Entry Fees	\$0.00	\$0.00	\$0.00	\$0.00
Internationals - Travel	\$0.00	\$0.00	\$0.00	\$0.00
Internationals - Accomodation	\$0.00	\$0.00	\$0.00	\$0.00
Internationals - Training	\$0.00	\$0.00	\$0.00	\$0.00
Internationals - Uniform	\$0.00	\$0.00	\$0.00	\$0.00
International rider grant	\$0.00	\$0.00	\$2,000.00	\$10,000.00
<b>Total International Championships</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$2,000.00</b>	<b>\$10,000.00</b>
<b>IMG 2012</b>				
IMG 2012 Transaction Fees	\$0.00	\$0.00	\$0.00	\$0.00
IMG 2012 Stationary	\$0.00	\$0.00	\$0.00	\$0.00
IMG 2012 Accommodation	\$0.00	\$0.00	\$0.00	\$0.00
IMG 2012 Tour Activities	\$0.00	\$0.00	\$0.00	\$0.00
IMG 2012 Meals	\$0.00	\$0.00	\$0.00	\$0.00
IMG 2012 Merchandise	\$0.00	\$0.00	\$0.00	\$0.00
IMG 2012 Trophies & Ribbons	\$0.00	\$0.00	\$0.00	\$0.00
IMG 2012 Tour Coach	\$0.00	\$0.00	\$0.00	\$0.00
IMG 2012 Travel Costs	\$0.00	\$0.00	\$0.00	\$0.00
Freight	\$324.31	\$36.32	\$668.61	\$1,904.71
<b>Total Other Championships</b>	<b>\$23,822.08</b>	<b>\$3,269.82</b>	<b>\$284,066.46</b>	<b>\$41,653.78</b>
<b>Total Cost of Sales</b>	<b>\$119,166.45</b>	<b>\$358,590.72</b>	<b>\$529,609.72</b>	<b>\$350,785.51</b>
<b>Gross Profit</b>	<b>\$598,115.52</b>	<b>\$831,022.15</b>	<b>\$991,816.70</b>	<b>\$735,705.56</b>
<b>Expenses</b>				
<b>General &amp; Administrative</b>				
Accounting & Auditor Fees	\$2,350.00	\$2,790.91	\$1,490.91	\$1,500.00
Bank Charges	\$1,309.62	\$623.91	\$4,286.76	\$57.50
Bad Debts	\$0.00	\$0.00	\$0.00	\$0.00
Doubtful Debts	\$0.00	(\$1,940.00)	\$0.00	\$0.00
Merchant Fees	\$156.69	\$446.02	\$1,718.80	\$675.41
Paypal Charges	\$19.98	\$0.00	\$0.00	\$0.00
Super Clearing House Fee	\$0.00	\$0.00	\$0.00	\$0.00
Freight Paid	\$9.05	\$0.00	\$34.12	\$0.00
Legal & Professional Fees	\$182.62	\$7,426.88	\$346.11	\$173.42
Office Supplies	\$446.64	\$1,229.58	\$328.19	\$639.28
Postage	\$9,563.48	\$12,777.65	\$14,141.51	\$12,664.10
Printing & Stationary	\$3,086.94	\$2,384.57	\$2,352.15	\$2,509.50
Printer Ink	\$265.48	\$0.00	\$162.73	\$128.18
Membership Fees	\$24,153.33	\$827.27	\$49,107.60	\$30,214.81
Late Fees Paid	\$5,093.95	\$0.00	\$0.00	\$0.00
<b>Total General &amp; Administrative</b>	<b>\$46,637.78</b>	<b>\$26,566.79</b>	<b>\$73,968.88</b>	<b>\$48,562.20</b>
<b>Marketing</b>				
Advertising & Promotion	\$937.68	\$171.94	\$269.67	\$190.91
Website Maintenance	\$0.00	\$80.00	\$0.00	\$0.00
Database design	\$0.00	\$0.00	\$0.00	\$0.00
Database Licence fee	\$0.00	\$0.00	\$0.00	\$0.00
State Newsletter	\$0.00	\$0.00	\$0.00	\$0.00
Coaches Newsletter	\$0.00	\$0.00	\$0.00	\$0.00
Volunteer of the Year Award	\$597.50	\$0.00	\$610.95	\$0.00
Keith Lowe Award	\$0.00	\$0.00	\$0.00	\$0.00
Volunteer Merchandise	\$0.00	\$0.00	\$0.00	\$0.00
Club of the Month	\$0.00	\$0.00	\$0.00	\$0.00
Awards & Presentations	\$286.70	\$621.32	\$290.35	\$1,080.18
Other Marketing Expenses	\$0.00	\$0.00	\$0.00	\$280.00
<b>Total Marketing</b>	<b>\$1,821.88</b>	<b>\$873.26</b>	<b>\$1,170.97</b>	<b>\$1,551.09</b>

Operating				
Insurance - Building	\$2,097.27	\$1,900.00	\$1,822.46	\$1,989.88
Insurance - Members	\$171,472.90	\$123,619.90	\$166,882.84	\$146,906.65
Strata Fees	\$2,640.00	\$2,640.00	\$2,506.30	\$1,991.34
Security Fees	\$0.00	\$0.00	\$0.00	\$0.00
Fire Security	\$87.82	\$45.00	\$90.00	\$60.00
Electricity	\$1,237.49	\$1,042.09	\$2,020.37	\$1,800.74
Telephone	\$3,214.35	\$3,172.85	\$2,016.01	\$1,148.09
Water Rates	\$53.19	\$71.78	\$89.94	\$88.09
Recycling Fees	\$195.00	\$265.00	\$150.50	\$209.50
Cleaning Expenses	\$720.00	\$960.00	\$550.00	\$540.00
Broadband	\$2,097.81	\$1,531.38	\$1,680.70	\$1,745.45
Storage fees	\$794.75	\$722.50	\$2,415.40	\$1,491.50
Council Rates	\$652.71	\$1,272.06	\$1,182.66	\$1,152.95
Repairs & Maintenance	\$1,490.46	\$781.32	\$2,981.73	\$1,995.93
Electrician Fees	\$0.00	\$0.00	\$0.00	\$0.00
IT Consultancy Fees	\$11,187.24	\$9,835.08	\$9,010.11	\$8,983.43
Computer Software	\$1,755.45	\$11,982.62	\$1,527.27	\$6,133.12
Website development	\$0.00	\$90.00	\$90.00	\$315.00
Computer Hardware	\$4,337.55	\$12,689.94	\$3,246.36	\$8,305.00
State Meeting Expenses	\$1,137.65	\$1,943.58	\$10,488.53	\$6,025.76
National Venue Expenses	\$0.00	(\$4,545.45)	\$5,136.36	\$0.00
National Meeting Expenses	\$0.00	\$0.00	\$4,566.46	\$3,078.64
National Conference	\$0.00	\$3,731.18	\$0.00	\$0.00
Disputes Tribunal Expenses	\$0.00	\$0.00	\$651.55	\$338.64
Gifts and Donations	\$0.00	\$185.80	\$314.39	\$60.63
<b>Total Operating</b>	<b>\$198,880.19</b>	<b>\$173,936.63</b>	<b>\$219,419.94</b>	<b>\$194,360.34</b>
<b>Employment Expenses</b>				
<b>Wages &amp; Salaries</b>				
Wages - Admininstrative	\$198,702.93	\$173,390.90	\$166,367.72	\$163,617.51
Wages - PIP Schools	\$0.00	\$300.00	\$5,600.00	\$70,080.00
Wages - Instructor Schools	\$14,850.00	\$15,720.00	\$16,290.00	\$18,100.00
Wages - Regional Schools	\$12,640.00	\$22,988.18	\$33,338.18	\$43,370.91
Wages - Specialist Schools	\$18,850.00	\$8,107.27	\$23,750.18	\$5,400.00
Administration School Expenses	\$188.19	\$92.73	\$0.00	\$0.00
Presenter fees Specialist Scho	\$1,000.00	\$0.00	\$0.00	\$0.00
Admin School venue & equip fee	\$0.00	\$0.00	\$0.00	\$0.00
Wages - NCAS Assessment School	\$3,960.00	\$21,130.00	\$5,780.00	\$3,900.00
Wages - Meeting attendance	\$0.00	\$0.00	\$0.00	\$0.00
Executive Committee Honoraiums	\$23,000.00	\$23,000.00	\$23,000.00	\$23,000.00
Superannuation	\$30,452.98	\$22,044.08	\$23,922.44	\$28,277.23
Workers' Compensation	\$3,773.94	\$4,281.65	\$6,311.78	\$6,277.06
AL Provision	\$0.00	\$0.00	\$0.00	\$0.00
LSL Provision	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Wages &amp; Salaries</b>	<b>\$307,418.04</b>	<b>\$291,054.81</b>	<b>\$304,360.30</b>	<b>\$362,022.71</b>
<b>Travel &amp; Accomodation Reimbursement</b>				
Travel Fuel	\$0.00	\$0.00	\$0.00	\$0.00
Travel Flights	\$3,574.10	\$0.00	\$0.00	\$0.00
Travel Car Hire & Taxi	\$3,070.72	\$0.00	\$0.00	\$0.00
Travel Parking & Tolls	\$405.69	\$132.90	\$0.00	\$0.00
Accomodation	\$0.00	\$0.00	\$0.00	\$0.00
Meal Allowance	\$0.00	\$0.00	\$0.00	\$0.00
Misc. Reimbursements	\$155.92	\$0.00	\$0.00	\$0.00
<b>Total Travel &amp; Accomodation Reimbursement</b>	<b>\$7,206.43</b>	<b>\$132.90</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>Travel, Accomodation &amp; Meals</b>				
Travel - Administrative	\$4,902.96	\$1,207.65	\$4,248.13	\$2,943.65
Accomodation - Administrative	\$0.00	\$0.00	\$0.00	\$0.00
Meals - Administrative	\$0.00	\$80.41	\$210.00	\$0.00
Travel - PIP Schools	\$1,119.00	\$3,540.75	\$4,168.40	\$12,098.15
Accomodation - PIP Schools	\$0.00	\$0.00	\$0.00	\$200.00
Meals - PIP Schools	\$0.00	\$0.00	\$17.00	\$0.00
Travel - Instructor Schools	\$3,307.68	\$4,797.31	\$3,753.28	\$5,290.26

Accomodation - Instruct School	\$0.00	\$130.00	\$0.00	\$382.16
Meals - Instructor School	\$192.48	\$0.00	\$209.30	\$171.40
Travel - Regional Schools	\$2,690.99	\$4,458.66	\$9,429.88	\$13,434.64
Accomodation - Reg Schools	\$0.00	\$0.00	\$572.95	\$81.82
Meals - Regional Schools	\$227.62	\$154.79	\$92.96	\$283.36
Travel - Specialist Schools	\$5,300.16	\$3,108.50	\$2,395.89	\$996.30
Accomodation - Special Schools	\$1,006.18	\$964.89	\$1,158.45	\$200.00
Meals - Specialist Schools	\$522.44	\$159.00	\$679.79	\$374.55
Travel - NCAS Assessment	\$700.15	\$5,483.17	\$1,338.83	\$1,231.12
Accomodation - NCAS Assessment	\$160.00	\$461.71	\$240.00	\$0.00
Meals - NCAS Assessment	\$29.70	\$210.69	\$171.00	\$0.00
Training Materials - NCAS	\$0.00	\$0.00	\$0.00	\$0.00
Other Employment Expenses				
Staff Amenities	\$742.67	\$749.12	\$902.40	\$794.69
Education	\$0.00	\$172.73	\$0.00	\$0.00
Staff Parking	\$1,888.20	\$1,700.00	\$1,677.25	\$1,742.45
Novated Lease	\$4,876.73	(\$685.80)	\$0.00	\$0.00
FBT Expense	\$109.85	\$0.00	\$0.00	\$0.00
Misc. Employment Expenses	\$0.00	\$0.00	\$0.00	\$0.00
Sundry Expenses	\$90.91	(\$79.09)	\$0.00	\$0.00
Clubs in recess provision	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Other Employment Expenses</b>	<b>\$7,708.36</b>	<b>\$1,856.96</b>	<b>\$2,579.65</b>	<b>\$2,537.14</b>
<b>Total Employment Expenses</b>	<b>\$342,492.19</b>	<b>\$317,802.20</b>	<b>\$335,625.81</b>	<b>\$402,247.26</b>
<b>Total Expenses</b>	<b>\$589,832.04</b>	<b>\$519,178.88</b>	<b>\$630,185.60</b>	<b>\$646,720.89</b>
<b>Operating Profit</b>	<b>\$8,283.48</b>	<b>\$311,843.27</b>	<b>\$361,631.10</b>	<b>\$88,984.67</b>
<b>Other Income</b>				
Interest Income	\$0.00	(\$3,763.90)	\$0.00	\$0.00
PAYG CREDIT COVID	\$0.00	\$52,224.00	\$0.00	\$0.00
JOBKEEPER SUBSIDY NO GST	\$18,000.00	\$58,500.00	\$0.00	\$0.00
JobSeeker Payment	\$18,000.00	\$0.00	\$0.00	\$0.00
<b>Total Other Income</b>	<b>\$36,000.00</b>	<b>\$106,960.10</b>	<b>\$0.00</b>	<b>\$0.00</b>
Other Expenses				
Interest Expense	\$0.00	\$0.00	\$0.00	\$0.00
Suspense	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total Other Expenses</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>Net Profit/(Loss)</b>	<b>\$37,922.48</b>	<b>\$418,803.37</b>	<b>\$361,631.10</b>	<b>\$88,984.67</b>

	2021	2020	2019	2018
<b>Affiliation Fees</b>	\$533,097.41	\$522,346.07	\$620,867.19	\$631,960.41
<b>PCA Fees</b>	\$24,153.33	\$827.27	\$49,107.60	\$30,214.81
<b>Insurance</b>	\$171,472.90	\$123,619.90	\$166,882.84	\$146,906.65
<b>Fixed Operating Costs</b>	<b>\$314,871.37</b>	<b>\$295,232.03</b>	<b>\$283,606.39</b>	<b>\$286,081.87</b>
<b>Net Profit after Fixed Costs</b>	<b>\$22,599.81</b>	<b>\$102,666.87</b>	<b>\$121,270.36</b>	<b>\$168,757.08</b>