

# The William Glasser Institute- Australia

PO Box 93  
IPSWICH QLD 4305

## Profit & Loss Statement

July 2013 through June 2014

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Income		
A.I.W Fees	\$2,260.46	
BIT Fees	\$66,566.87	
Bank Interest	\$204.37	
Account Rebate	\$57.35	
Certification Training	\$2,250.00	
Basic Practicum	\$945.47	
Faculty Training Fees		
BPSP-T	\$2,659.09	
BPSP-E	\$4,000.00	
BWI-T1	\$2,159.09	
Total Faculty Training Fees	\$8,818.18	
Membership Fees		
3 Year Membership Subscription	\$7,457.05	
Concession membership	\$60.00	
1 Year Membership Subscription	\$5,822.12	
Total Membership Fees	\$13,339.17	
Conference Income		
The Art of Choice Registration	\$17,068.25	
Donations	\$200.00	
Sales Memorabilia	\$102.73	
Total Conference Income	\$17,370.98	
Sundry Income		
Books	\$161.08	
Total Sundry Income	\$161.08	
Book Sales		
Books	\$3,349.61	
Miscellaneous Income	\$588.91	
Total Income	\$115,912.45	
Cost Of Sales		
Purchases - Books	\$2,196.52	
Total Cost Of Sales	\$2,196.52	
Gross Profit	\$113,715.93	
Expenses		
Advertising	\$90.00	
Bank Fees	\$1,497.31	
Merchant fees	\$512.81	
Paypal Fee	\$218.96	
Credit Card Fee	-\$17.00	
Instructors Accommodation	\$793.64	
Instructors Fees	\$7,909.09	
Instructors Internal Travel	\$570.13	
Instructors Per Diem	\$454.41	
Catering/Participants Training	\$298.71	
Training Materials	\$56.14	
Organisers Fee	\$285.00	
Resources		
Books	\$882.02	
Board Costs		
Accommodation	\$681.81	
Catering - Board Meetings	\$210.49	
Travel	\$1,824.19	
Total Board Costs	\$2,716.49	
Insurances		
Workers Comp.	\$252.25	
Association Liability Ins.	\$5,599.74	

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Business Insurance	\$599.55	
Total Insurances		\$6,451.54
Accounting and Legal		
Audit	\$3,200.00	
Constitution	\$1,734.70	
Total Accounting and Legal		\$4,934.70
Bookkeeping		\$1,222.73
Computing		\$299.05
Electricity		\$856.36
Postage - Office		\$642.41
Internet		\$49.09
Web Page		\$420.00
Website maintenance		\$1,470.00
Office Expense		\$62.40
Printing & Photocopying		\$686.31
Stationery		\$220.58
Telephone / Fax		\$1,171.53
Travel		\$54.54
Aligned Conferences & Workshop		\$613.64
W.G.I. Affiliation		
Training Fees WGI	\$12,367.46	
Books for Resale		
Books	\$269.32	
Conference Expenses		
Accommodation	\$1,504.52	
Entertainment	\$825.00	
Guest Speakers	\$69.06	
Meals	\$316.97	
Stationery	\$186.07	
Travel	\$586.13	
Guest Speakers	\$2,950.92	
Meals	\$6,359.09	
Conference Gifts	\$239.09	
Venue	\$3,266.66	
Total Conference Expenses		\$16,303.51
Wages		\$30,879.20
Superannuation		\$2,856.33
Total Expenses		\$98,098.41
Operating Profit		\$15,617.52
Other Expenses		
Gifts	\$58.63	
Refunds		
Administration refund	-\$238.00	
Conference Refund	\$1,548.19	
Total Other Expenses		\$1,368.82
Net Profit/(Loss)		\$14,248.70