

Profit & Loss [With Last Year]

July 2017 To June 2018

PO Box 93
 IPSWICH QLD 4305
 ABN: 12 070 059 586
 Email: wgia@wgia.org.au

| | This Year | % of Sales | Last Year | LY % of Sales |
|------------------------------------|---------------------|---------------|---------------------|---------------|
| Income | | | | |
| Training | | | | |
| Printing of certificates | \$9.09 | 0.0% | \$0.00 | 0.0% |
| AIT Fees | \$11,886.36 | 8.2% | \$2,294.55 | 2.2% |
| BIT Fees | \$62,135.00 | 43.0% | \$68,909.13 | 66.3% |
| Certification Training | \$6,831.81 | 4.7% | \$4,516.50 | 4.3% |
| Basic Practicum | \$1,386.37 | 1.0% | \$1,046.81 | 1.0% |
| Advanced Practicum | \$750.00 | 0.5% | \$414.08 | 0.4% |
| Total Training | \$82,998.63 | 57.4% | \$77,181.07 | 74.2% |
| Bank Interest | \$4.75 | 0.0% | \$220.86 | 0.2% |
| Account Rebate | \$64.15 | 0.0% | \$53.60 | 0.1% |
| Faculty Fees International | \$3,759.90 | 2.6% | \$3,488.40 | 3.4% |
| Advertising | \$0.00 | 0.0% | \$45.45 | 0.0% |
| Advertising via Email | \$0.00 | 0.0% | \$45.45 | 0.0% |
| Faculty Training Fees | | | | |
| BPSP-T | \$22.73 | 0.0% | \$9,711.36 | 9.3% |
| BPSP-E | \$6,050.00 | 4.2% | \$6,027.27 | 5.8% |
| APSP-E | \$5,300.00 | 3.7% | \$0.00 | 0.0% |
| BWI-T1 | \$90.92 | 0.1% | (\$2,000.00) | (1.9)% |
| BWI-E | \$1,530.45 | 1.1% | \$0.00 | 0.0% |
| Total Faculty Training Fees | \$12,994.10 | 9.0% | \$13,738.63 | 13.2% |
| Membership Fees | | | | |
| 3 Year Membership Subscription | \$1,105.46 | 0.8% | \$3,558.82 | 3.4% |
| Concession membership | \$20.00 | 0.0% | \$0.00 | 0.0% |
| 1 Year Membership Subscription | \$1,910.96 | 1.3% | \$2,743.25 | 2.6% |
| Take Charge Facilatator member | \$36.17 | 0.0% | \$0.00 | 0.0% |
| Total Membership Fees | \$3,072.59 | 2.1% | \$6,302.07 | 6.1% |
| Conference | | | | |
| Conference 2017 | \$22,888.08 | 15.8% | \$0.00 | 0.0% |
| Conference Rego - Non Member | \$9,201.83 | 6.4% | \$0.00 | 0.0% |
| Single Day Registration | \$1,363.62 | 0.9% | \$0.00 | 0.0% |
| Accompanying partner | \$652.72 | 0.5% | \$0.00 | 0.0% |
| Conference Functions | \$317.73 | 0.2% | \$0.00 | 0.0% |
| Two Day Registration 2015 | \$5,072.74 | 3.5% | \$0.00 | 0.0% |
| Sales Memorabilia | \$95.45 | 0.1% | (\$4.55) | 0.0% |
| Accomodation | \$295.29 | 0.2% | \$0.00 | 0.0% |
| Total Conference | \$39,887.46 | 27.6% | (\$4.55) | 0.0% |
| Website Donations | \$90.91 | 0.1% | \$1,000.00 | 1.0% |
| Bank Interest | \$407.48 | 0.3% | \$0.00 | 0.0% |
| Sundry Income | | | | |
| Books | \$18.17 | 0.0% | \$36.34 | 0.0% |
| Total Sundry Income | \$18.17 | 0.0% | \$36.34 | 0.0% |
| Book Sales | | | | |
| Books | \$1,113.47 | 0.8% | \$1,899.49 | 1.8% |
| Miscellaneous Income | \$241.15 | 0.2% | \$0.00 | 0.0% |
| Finance Charges | \$0.01 | 0.0% | \$0.00 | 0.0% |
| Total Income | \$144,652.77 | 100.0% | \$104,006.81 | 100.0% |
| Cost Of Sales | | | | |
| Purchases - Books | \$1,571.35 | 1.1% | \$1,016.86 | 1.0% |
| Total Cost Of Sales | \$1,571.35 | 1.1% | \$1,016.86 | 1.0% |

This report includes Year-End Adjustments.

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| | This Year | % of Sales | Last Year | LY % of Sales |
|--------------------------------|--------------|------------|--------------|---------------|
| Gross Profit | \$143,081.42 | 98.9% | \$102,989.95 | 99.0% |
| Expenses | | | | |
| Bank Fees | \$166.71 | 0.1% | \$62.60 | 0.1% |
| Merchant fees | \$407.69 | 0.3% | \$391.28 | 0.4% |
| Paypal Fee | \$185.70 | 0.1% | \$370.87 | 0.4% |
| Credit Card Fee | \$54.64 | 0.0% | \$52.61 | 0.1% |
| Faculty Training | | | | |
| Instructors Accommodation | \$4,070.12 | 2.8% | \$541.82 | 0.5% |
| Instructors Fees | \$15,000.00 | 10.4% | \$10,636.36 | 10.2% |
| Instructors Internal Travel | \$4,606.17 | 3.2% | \$1,276.36 | 1.2% |
| Instructors Per Diem | \$370.11 | 0.3% | \$540.70 | 0.5% |
| Catering/Participants Training | \$773.35 | 0.5% | \$0.00 | 0.0% |
| Training Materials | \$34.54 | 0.0% | \$0.00 | 0.0% |
| Total Faculty Training | \$24,854.29 | 17.2% | \$12,995.24 | 12.5% |
| Print of Certificate Training | \$0.00 | 0.0% | \$474.55 | 0.5% |
| Take Charge of Your Life | \$35.15 | 0.0% | \$0.00 | 0.0% |
| Resources | | | | |
| Books | \$28.59 | 0.0% | \$97.59 | 0.1% |
| Total Resources | \$28.59 | 0.0% | \$97.59 | 0.1% |
| Board Costs | | | | |
| Accommodation | \$1,040.46 | 0.7% | \$1,418.18 | 1.4% |
| Accommodation Conference | (\$1,642.50) | (1.1)% | \$0.00 | 0.0% |
| Per Diem | \$66.59 | 0.0% | \$206.37 | 0.2% |
| Catering - Board Meetings | \$413.49 | 0.3% | \$169.60 | 0.2% |
| Travel | \$263.64 | 0.2% | \$141.69 | 0.1% |
| Total Board Costs | \$141.68 | 0.1% | \$1,935.84 | 1.9% |
| Insurances | | | | |
| Public Liability | \$0.00 | 0.0% | \$571.40 | 0.5% |
| Voluntary Workers Cover | \$365.05 | 0.3% | \$393.65 | 0.4% |
| Association Liability Ins. | \$1,510.79 | 1.0% | \$2,068.01 | 2.0% |
| Business Insurance | \$630.00 | 0.4% | \$620.00 | 0.6% |
| Total Insurances | \$2,505.84 | 1.7% | \$3,653.06 | 3.5% |
| Office expenses | \$2,027.56 | 1.4% | \$0.00 | 0.0% |
| Computing | \$62.40 | 0.0% | \$1,071.80 | 1.0% |
| Electricity | \$1,590.91 | 1.1% | \$1,481.92 | 1.4% |
| Postage - Office | \$474.10 | 0.3% | \$645.51 | 0.6% |
| Internet | \$1,014.42 | 0.7% | \$867.27 | 0.8% |
| Website maintenance | \$4,754.55 | 3.3% | \$1,900.00 | 1.8% |
| Office Expense | \$0.00 | 0.0% | \$132.35 | 0.1% |
| Printing & Photocopying | \$926.45 | 0.6% | \$1,953.19 | 1.9% |
| Stationery | \$117.71 | 0.1% | \$114.33 | 0.1% |
| Telephone / Fax | \$1,073.89 | 0.7% | \$953.70 | 0.9% |
| Travel | \$30.82 | 0.0% | \$0.00 | 0.0% |
| Bookkeeping | \$661.68 | 0.5% | \$560.18 | 0.5% |
| W.G.I. Affiliation | | | | |
| Training Fees WGI | \$13,632.15 | 9.4% | \$12,489.82 | 12.0% |
| WGI membership fees | \$4,738.34 | 3.3% | \$5,213.96 | 5.0% |
| Total W.G.I. Affiliation | \$18,370.49 | 12.7% | \$17,703.78 | 17.0% |
| Faculty Retreat Expenses | | | | |
| Board Accommodation | \$268.18 | 0.2% | \$0.00 | 0.0% |

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|--------------------------------|--------------|------------|--------------|---------------|
| Total Faculty Retreat Expenses | \$268.18 | 0.2% | \$0.00 | 0.0% |
| Faculty Day Expense | | | | |
| Board Air Fares | \$545.46 | 0.4% | \$0.00 | 0.0% |
| Total Faculty Day Expense | \$545.46 | 0.4% | \$0.00 | 0.0% |
| Conference Expenses | | | | |
| Accommodation | \$806.00 | 0.6% | \$0.00 | 0.0% |
| Entertainment | \$500.00 | 0.3% | \$0.00 | 0.0% |
| Conference float | \$181.82 | 0.1% | \$0.00 | 0.0% |
| Guest Speakers | \$6,909.08 | 4.8% | \$0.00 | 0.0% |
| Stationery | \$536.13 | 0.4% | \$491.85 | 0.5% |
| Venue | \$18,125.82 | 12.5% | \$0.00 | 0.0% |
| Travel | \$419.08 | 0.3% | \$255.20 | 0.2% |
| webpage conference | \$0.00 | 0.0% | \$272.73 | 0.3% |
| Total Conference Expenses | \$27,477.93 | 19.0% | \$1,019.78 | 1.0% |
| Payroll Expenses | | | | |
| Wages | \$52,937.59 | 36.6% | \$47,894.97 | 46.0% |
| Superannuation | \$5,029.09 | 3.5% | \$4,550.02 | 4.4% |
| Total Payroll Expenses | \$57,966.68 | 40.1% | \$52,444.99 | 50.4% |
| Accountants Adjustments | \$0.00 | 0.0% | (\$226.66) | (0.2)% |
| Total Expenses | \$145,743.52 | 100.8% | \$100,655.78 | 96.8% |
| Operating Profit | (\$2,662.10) | (1.8)% | \$2,334.17 | 2.2% |
| Other Expenses | | | | |
| Flowers | \$81.82 | 0.1% | \$124.50 | 0.1% |
| Gifts | \$68.18 | 0.0% | \$0.00 | 0.0% |
| Provision for Annual leave | \$0.00 | 0.0% | \$2,395.30 | 2.3% |
| Administration refund | (\$60.14) | 0.0% | \$2,200.00 | 2.1% |
| Conference Refund | \$1,483.85 | 1.0% | \$0.00 | 0.0% |
| Membership Refund | \$77.00 | 0.1% | \$199.00 | 0.2% |
| Total Other Expenses | \$1,650.71 | 1.1% | \$4,918.80 | 4.7% |
| Net Profit/(Loss) | (\$4,312.81) | (3.0)% | (\$2,584.63) | (2.5)% |

This report includes Year-End Adjustments.