

## Profit and Loss

The Order of Australia Association-Victoria Branch

For the year ended 31 December 2020

<u>Account</u>	<u>2019</u>	<u>2020</u>	<u>Notes</u>
<b>Trading Income</b>			
Merchandise Mail Sales	818.19		
Merchandise Nat Conference Sales	1200.00		
Merchandise Online Sales	2367.05	4,575.89	
Merchandise Other Branch Sales	4079.73	1,322.73	
Merchandise Postage & Handling fee	1806.58	1,856.45	
Merchandise Regional Group Sales	264.09	27.27	
Merchandise Special Event Sales	1168.62		
Merchandise Sales	7755.26	6,920.81	
Merchandise Sales - Vic Bch Events		409.45	
<b>Total Trading Income</b>	<b>19,459.52</b>	<b>15,112.60</b>	
<b>Cost of Sales</b>			
Merchandise Cost	11105.56	9,162.27	
Merchandise Cost Bank Charges	576.68	695.28	
Merchandise Cost National Share	1769.08	3,380.68	1
	Inventory Holding refund	694.83	-
Merchandise Cost Postage	1439.66	1,699.25	2
Merchandise Cost Purchases	7434.56	5,857.59	3
<b>Total Cost of Sales</b>	<b>23,020.37</b>	<b>20,795.07</b>	
<b>Merchandise Gross Profit</b>	<b>(3,560.85)</b>	<b>(5,682.47)</b>	
<b>Other Income</b>			
Branch Support Grant Income	10256.00	10,462.00	4
Donations Received	19028.96	10.50	5
Function Income Luncheon	6255.19	-	
Function Income NGV	9420.32	-	
Function Income Oration		5,500.00	6
Hard copy eNewsletter fees	350.00		
Interest Income	1456.86	1,160.39	
Merchandise Income		545.91	7
Other Revenue		2,890.00	8
Other Sundry income	331.04		
Regional Group Lunch Contribution	368.18	218.18	
Social Affiliation fees	235.00		
<b>Total Other Income</b>	<b>47,701.55</b>	<b>20,786.98</b>	
<b>Operating Expenses</b>			
Branch Committee meeting expenses	567.28	924.42	
Communications AGM	716.62		
Branch Support Grant Regionals		6,261.00	4
Communications New Recipients	2551.80	830.75	
Donations / Scholarships	-8500.00		
Function Cost Luncheon	4375.42	60.00	
Function Cost New Recipients	49.95		
Function Cost NGV	8884.05		
Function Cost Oration	3334.64	5,116.60	6
Fund Allocations	5500.00		
Fund Allocations - Oration 2021		4,202.00	4
Funds Allocation - Scholarship		15,000.00	9
Merchandise Purchases - Vic Bch Events		409.44	

Newsletter E News	1001.82	
Postage / Courier	172.73	290.00
Printing / Stationery	205.11	
Regional Groups meeting expenses	531.82	
Regional Groups Lunch expenses		306.82
Regional Support	6129.00	
Sundry Expenses	347.82	
<b>Total Operating Expenses</b>	<b>25,868.06</b>	<b>33,401.03</b>
<b>Branch Gross Profit</b>	<b>21,833.49</b>	<b>(12,614.05)</b>
<b>Net Profit</b>	<b>18,272.64</b>	<b>(18,296.52)</b>

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Notes	Description
1	National 2nd payment 2019 (1399.73) paid Jan 2020.
2	Includes postage (\$260.59) for Nov-Dec 2019.
3	Purchase of new and replacement of existing stock items.
4	BAG Payment from National. Distribution to RG's and allocation for Oration 2021 (\$4,202)
5	\$10.50 asked to donate to branch from overpayment for merchandise sale.
6	Prepayment of \$2,000 paid in 2019 and balance after the event. Funded from 2019 BAG payment and Jersey Boys event.
7	Merchandise Income account added to show merchandise sales from Vic Bch events. This amount is ex GST.
8	Money received for Branch Teleconference costs. Covid-19 payment from National.
9	Allocation of funds to Scholarship Reserve
10	Branch Gross Profit is reflective of fund allocation of \$19,202 to future expenditure in notes 4 & 9.