

Profit and Loss

Positive Education Schools Association Ltd For the year ended 31 December 2018 Cash Basis

	2018	2017
Trading Income		
Conference - Exhibitor Income	5,000	-
Conference Income	410,333	200,130
Conference Sponsorship	39,030	5,000
Donations Income - Excluding conference donations	41,191	50,000
Individual Memberships	31,162	18,165
Institutional Memberships	55,764	49,835
Other Revenue	145	8,654
State Chapter income	47,973	38,556
State Chapter income - Vic	-	110
Student membership	487	140
Total Trading Income	631,084	370,591
Cost of Sales		
Conference Expenses	386,367	64,837
State Chapter expenses	31,985	11,313
Total Cost of Sales	418,352	76,150
Gross Profit	212,732	294,440
Operating Expenses		
Accounting & ASIC	551	811
Advertising & Marketing	1,956	1,717
Bank Fees	2,855	1,943
Consulting - IT & Website	11,182	10,919
Entertainment	142	4,351
Freight & Courier	1,040	859
General Expenses	2,492	7,999
Insurance	2,655	3,391
Legal expenses	9,660	5,434
Motor Vehicle Expenses	168	-
Office Expenses	622	51
Printing & Stationery	1,234	2,483
Professional development & staff training	1,666	1,240
Subscriptions	1,292	762
Superannuation	12,375	9,826
Telephone & Internet	1,883	1,378
Travel - International	12,125	8,850
Travel - National	6,708	14,226
Wages and Salaries	130,497	103,436
Total Operating Expenses	201,100	179,675

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	2018	2017
Net Profit	11,631	114,765