

Profit and Loss

Positive Education Schools Association Ltd For the year ended 31 December 2020

2020

Trading Income

Conference - Exhibitor Income	(10,511.82)
Conference Income	4,472.34
Conference Sponsorship	(2,416.61)
Donations Income - Excluding conference donations	11,859.66
Individual Memberships	30,050.66
Institutional Memberships	57,241.10
PosEd Guide - Print Version Sales incl freight	3,506.89
Positive Education Guide Online version sales	3,485.44
State Chapter income	2,527.27
Student membership	1,599.89
Total Trading Income	101,814.82

Cost of Sales

Conference Expenses	7,931.16
State Chapter expenses	1,885.11
Total Cost of Sales	9,816.27

Gross Profit

91,998.55

Other Income

COVID pandemic - Government Support Payments	55,132.00
Jobkeeper Income	24,300.00
Total Other Income	79,432.00

Operating Expenses

Accounting & ASIC	2,347.96
Bank Fees	2,822.80
Consulting - Advertising/Marketing/Branding	404.19
Consulting - IT & Website	3,884.54
Entertainment	35.55
Freight & Courier	54.52
General Expenses	1,520.44
Insurance	4,822.43
Legal expenses	2,400.00
Office Expenses	71.80
PosEd Guide - Expenses, Editing, Printing etc	6,940.95
Printing & Stationery	195.73
Subscriptions	3,819.33
Superannuation	13,359.40
Telephone & Internet	502.15
Travel - National	2,369.59

Profit and Loss

2020

Wages and Salaries	140,624.73
Total Operating Expenses	186,176.11
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Net Profit	(14,745.56)