

# Profit and Loss

## Positive Education Schools Association Ltd For the year ended 31 December 2021

2021

### Trading Income

Conference Income	64,119.49
Conference Sponsorship	6,500.00
Donations Income - Excluding conference donations	3,428.10
Individual Memberships	34,773.26
Institutional Memberships	54,686.79
PosEd Guide - Print Version Sales incl freight	5,440.07
Positive Education Guide Online version sales	90.00
State Chapter income	4,045.46
Student membership	1,495.23
<b>Total Trading Income</b>	<b>174,578.40</b>

### Cost of Sales

Conference Expenses	21,977.11
State Chapter expenses	1,136.06
<b>Total Cost of Sales</b>	<b>23,113.17</b>

### Gross Profit

151,465.23

### Other Income

COVID pandemic - Government Support Payments	2,000.00
Jobkeeper Income	7,600.00
<b>Total Other Income</b>	<b>9,600.00</b>

### Operating Expenses

Accounting & ASIC	3,520.22
Bank Fees	2,544.55
Consulting - IT & Website	1,562.73
Freight & Courier	21.36
General Expenses	1,036.16
Insurance	2,971.45
Legal expenses	3,125.00
PosEd Guide - Expenses, Editing, Printing etc	1,492.00
Printing & Stationery	131.78
Professional development & staff training	992.32
Subscriptions	4,728.94
Superannuation	14,023.12
Telephone & Internet	606.51
Travel - National	138.55
Wages and Salaries	146,069.57
<b>Total Operating Expenses</b>	<b>182,964.26</b>

### Net Profit

(21,899.03)