

Profit and Loss

Positive Education Schools Association Ltd For the year ended 31 December 2023

2023

Trading Income

Conference Income	97,501.60
Conference Sponsorship	48,995.45
Corporate Partners	19,090.90
Donations Income - Excluding conference donations	27,530.00
Individual Memberships	26,073.52
Institutional - Large	9,545.47
Institutional Memberships	66,806.51
PD Program	2,859.32
PosEd Guide - Print Version Sales incl freight	1,486.19
Positive Education Guide Online version sales	3,695.46
Student membership	1,251.84
Total Trading Income	304,836.26

Cost of Sales

Conference Expenses	37,663.56
State Chapter expenses	277.45
Total Cost of Sales	37,941.01

Gross Profit

266,895.25

Operating Expenses

Accounting & ASIC	1,380.00
Advertising & Marketing	3,089.23
Bank Fees	1,402.14
Consulting - Advertising/Marketing/Branding	495.70
Consulting - IT & Website	10,421.84
Freight & Courier	140.04
General Expenses	5,364.36
Insurance	1,799.43
Office Expenses	53.64
PosEd Guide - Expenses, Editing, Printing etc	4,110.62
Subscriptions	5,186.21
Superannuation	12,697.28
Travel - National	3,375.58
Wages and Salaries	143,289.38
Total Operating Expenses	192,805.45

Net Profit

74,089.80