## **Profit and Loss**

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

	2023	
Frading Income		
Advertising revenue	3,075.00	-
Conference Income	94,751.60	160,630.57
Conference Sponsorship	48,995.45	21,500.00
Corporate Partners	19,469.50	-
Donations Income - Excluding conference donations	27,530.00	-
Individual Memberships	28,393.05	33,468.00
Institutional - Large	9,545.47	-
Institutional Memberships	71,599.23	60,989.24
PD Program	2,859.32	· · · · · · · · · · · · · · · · · · ·
PosEd Guide - Print Version Sales incl freight	1,549.60	14,963.03
Positive Education Guide Online version sales	3,967.92	1,679.35
State Chapter income	22.73	1,818.19
Student membership	1,281.84	1,389.79
Total Trading Income	313,040.71	296,438.17
Control Color		
Cost of Sales Conference Expenses	64,672.71	111,950.09
	277.45	157.09
	211.45	157.09
State Chapter expenses	C4 0F0 1C	112 107 10
Total Cost of Sales	64,950.16	112,107.18
	64,950.16 248,090.55	112,107.18
Total Cost of Sales  Gross Profit	·	
Total Cost of Sales  Gross Profit  Dperating Expenses	248,090.55	184,330.99
Total Cost of Sales  Gross Profit	·	
Total Cost of Sales  Gross Profit  Dperating Expenses	248,090.55	184,330.99
Total Cost of Sales  Gross Profit  Departing Expenses  Accounting & ASIC	248,090.55 1,380.00	184,330.99 1,785.45
Total Cost of Sales  Gross Profit  Derating Expenses  Accounting & ASIC  Advertising & Marketing	1,380.00 3,250.83	184,330.99 1,785.45
Total Cost of Sales  Gross Profit  Departing Expenses  Accounting & ASIC  Advertising & Marketing  Bank Fees	1,380.00 3,250.83 1,609.56	1,785.45 2,663.51
Total Cost of Sales  Gross Profit  Departing Expenses  Accounting & ASIC  Advertising & Marketing  Bank Fees  Consulting - Advertising/Marketing/Branding	1,380.00 3,250.83 1,609.56 495.70	1,785.45 1,785.45 2,663.51
Total Cost of Sales  Gross Profit  Departing Expenses  Accounting & ASIC  Advertising & Marketing  Bank Fees  Consulting - Advertising/Marketing/Branding  Consulting - IT & Website	1,380.00 3,250.83 1,609.56 495.70 10,606.34	1,785.45 1,785.45 2,663.51 13,199.30 (347.37)
Total Cost of Sales  Gross Profit  Departing Expenses  Accounting & ASIC  Advertising & Marketing  Bank Fees  Consulting - Advertising/Marketing/Branding  Consulting - IT & Website  Freight & Courier	1,380.00 3,250.83 1,609.56 495.70 10,606.34 140.04	1,785.45 2,663.51 13,199.30 (347.37) 6,575.61
Total Cost of Sales  Gross Profit  Departing Expenses  Accounting & ASIC  Advertising & Marketing  Bank Fees  Consulting - Advertising/Marketing/Branding  Consulting - IT & Website  Freight & Courier  General Expenses	1,380.00 3,250.83 1,609.56 495.70 10,606.34 140.04 5,739.81	1,785.45 2,663.51 13,199.30 (347.37) 6,575.61 3,721.46
Total Cost of Sales  Gross Profit  Departing Expenses  Accounting & ASIC  Advertising & Marketing  Bank Fees  Consulting - Advertising/Marketing/Branding  Consulting - IT & Website  Freight & Courier  General Expenses  Insurance	248,090.55  1,380.00 3,250.83 1,609.56 495.70 10,606.34 140.04 5,739.81 1,924.52	1,785.45 2,663.51 13,199.30 (347.37) 6,575.61 3,721.46
Total Cost of Sales  Gross Profit  Deparating Expenses  Accounting & ASIC  Advertising & Marketing  Bank Fees  Consulting - Advertising/Marketing/Branding  Consulting - IT & Website  Freight & Courier  General Expenses  Insurance  Interest Expense	1,380.00 3,250.83 1,609.56 495.70 10,606.34 140.04 5,739.81 1,924.52	1,785.45 2,663.51 13,199.30 (347.37) 6,575.61 3,721.46 2.80 2,105.00
Total Cost of Sales  Gross Profit  Departing Expenses  Accounting & ASIC  Advertising & Marketing  Bank Fees  Consulting - Advertising/Marketing/Branding  Consulting - IT & Website  Freight & Courier  General Expenses  Insurance  Interest Expense  Legal expenses	1,380.00 3,250.83 1,609.56 495.70 10,606.34 140.04 5,739.81 1,924.52	1,785.45 2,663.51 13,199.30 (347.37) 6,575.61 3,721.46 2,80 2,105.00
Total Cost of Sales  Gross Profit  Departing Expenses  Accounting & ASIC  Advertising & Marketing  Bank Fees  Consulting - Advertising/Marketing/Branding  Consulting - IT & Website  Freight & Courier  General Expenses  Insurance  Interest Expense  Legal expenses  Office Expenses	248,090.55  1,380.00 3,250.83 1,609.56 495.70 10,606.34 140.04 5,739.81 1,924.52 53.64	1,785.45 2,663.51 13,199.30 (347.37) 6,575.61 3,721.46 2,80 2,105.00 18.50
Total Cost of Sales  Gross Profit  Deparating Expenses  Accounting & ASIC  Advertising & Marketing  Bank Fees  Consulting - Advertising/Marketing/Branding  Consulting - IT & Website  Freight & Courier  General Expenses  Insurance  Interest Expense  Legal expenses  Office Expenses  PosEd Guide - Expenses, Editing, Printing etc	248,090.55  1,380.00 3,250.83 1,609.56 495.70 10,606.34 140.04 5,739.81 1,924.52 53.64	1,785.45 2,663.51 13,199.30 (347.37) 6,575.61 3,721.46 2,80 2,105.00 18.50 13,333.08
Total Cost of Sales  Gross Profit  Deparating Expenses  Accounting & ASIC  Advertising & Marketing  Bank Fees  Consulting - Advertising/Marketing/Branding  Consulting - IT & Website  Freight & Courier  General Expenses  Insurance  Interest Expense  Legal expenses  Office Expenses  PosEd Guide - Expenses, Editing, Printing etc  Printing & Stationery	248,090.55  1,380.00 3,250.83 1,609.56 495.70 10,606.34 140.04 5,739.81 1,924.52 53.64 4,110.62	1,785.45 2,663.51 13,199.30 (347.37) 6,575.61 3,721.46 2,105.00 18.50 13,333.08 198.74 6,031.83
Total Cost of Sales  Gross Profit  Deparating Expenses  Accounting & ASIC  Advertising & Marketing  Bank Fees  Consulting - Advertising/Marketing/Branding  Consulting - IT & Website  Freight & Courier  General Expenses  Insurance  Interest Expense  Legal expenses  Office Expenses  PosEd Guide - Expenses, Editing, Printing etc  Printing & Stationery  Subscriptions	248,090.55  1,380.00 3,250.83 1,609.56 495.70 10,606.34 140.04 5,739.81 1,924.52 53.64 4,110.62 - 5,715.94	1,785.45 2,663.51 13,199.30 (347.37) 6,575.61 3,721.46 2.80 2,105.00 18.50 13,333.08 198.74 6,031.83
Total Cost of Sales  Gross Profit  Degrating Expenses  Accounting & ASIC  Advertising & Marketing  Bank Fees  Consulting - Advertising/Marketing/Branding  Consulting - IT & Website  Freight & Courier  General Expenses  Insurance  Interest Expense  Legal expenses  Office Expenses  PosEd Guide - Expenses, Editing, Printing etc  Printing & Stationery  Subscriptions  Superannuation	248,090.55  1,380.00 3,250.83 1,609.56 495.70 10,606.34 140.04 5,739.81 1,924.52 53.64 4,110.62 - 5,715.94	1,785.45 2,663.51 13,199.30 (347.37) 6,575.61 3,721.46 2,80 2,105.00 18.50 13,333.08 198.74 6,031.83 17,733.67
Total Cost of Sales  Gross Profit  Degrating Expenses  Accounting & ASIC  Advertising & Marketing  Bank Fees  Consulting - Advertising/Marketing/Branding  Consulting - IT & Website  Freight & Courier  General Expenses  Insurance  Interest Expense  Legal expenses  Office Expenses  PosEd Guide - Expenses, Editing, Printing etc  Printing & Stationery  Subscriptions  Superannuation  Telephone & Internet	248,090.55  1,380.00 3,250.83 1,609.56 495.70 10,606.34 140.04 5,739.81 1,924.52 53.64 4,110.62 - 5,715.94 13,805.24	184,330.99

Net Profit 2023 2022

(60,119.14)

Profit and Loss | Positive Education Schools Association Ltd | 21 Nov 2023 Page 2 of 2