

# Profit and Loss

## Positive Education Schools Association Ltd For the 12 months ended 30 June 2025

JUL 2024-JUN 2025

### Trading Income

Advertising and Partnerships	2,938.71
Conference Income	55,814.58
Conference Sponsorship (national)	27,000.00
Memberships - Corporate	4,193.63
Memberships - Individual	25,106.08
Memberships - Institutional	67,201.89
Memberships - Institutional Large	9,818.20
Memberships - Student	687.27
PD Program	1,333.68
Philanthropic Donations	75,600.00
Pos Ed Day Donations	441.09
PosEd Guide - Print Version Sales incl freight	776.33
Positive Education Guide Online version sales	1,699.14
Provider Directory	1,169.42
State Chapter Events	635.00
State Chapter income	2,938.18
<b>Total Trading Income</b>	<b>277,353.20</b>

### Cost of Sales

Conference Expenses	65,248.44
State Chapter Expenses	1,009.09
<b>Total Cost of Sales</b>	<b>66,257.53</b>

### Gross Profit

**211,095.67**

### Operating Expenses

Accounting & ASIC	2,340.00
Advertising & Marketing	3,114.77
Bank Fees	1,888.35
Freight & Courier	147.84
General Expenses	4,577.78
Insurance	4,232.29
IT Services	1,636.32
PosEd Guide - Expenses, Editing, Printing etc	388.00
Printing & Stationery	174.89
Stripe Fees	55.82
Subscriptions	11,175.07
Superannuation	18,238.76
Travel - National	7,891.12
Wages and Salaries	158,602.35
Website Development & Maintenance	23,231.48
<b>Total Operating Expenses</b>	<b>237,694.84</b>

**Net Profit**

**(26,599.17)**