

Profit and Loss

Positive Education Schools Association Ltd For the 12 months ended 30 June 2024

JUL 2023-JUN 2024

Trading Income

Advertising and Partnerships	3,075.00
Conference Income	94,797.05
Conference Sponsorship (national)	48,995.45
Corporate Partners	378.60
Individual Memberships	30,261.27
Institutional - Large	14,727.30
Institutional Memberships	70,967.19
PD Program	2,599.06
Philanthropic Donations	16,000.00
PosEd Guide - Print Version Sales incl freight	2,311.80
Positive Education Guide Online version sales	3,586.51
Provider Directory	892.08
State Chapter income	14,648.88
State Chapter Sponsorship	9,055.46
Student membership	1,020.00
Total Trading Income	313,315.65

Cost of Sales

Conference Expenses	61,930.26
State Chapter Expenses	9,534.60
Total Cost of Sales	71,464.86

Gross Profit

241,850.79

Operating Expenses

Accounting & ASIC	1,937.00
Advertising & Marketing	2,090.57
Advertising & Partnerships	1,944.54
Bank Fees	2,197.84
Freight & Courier	178.39
General Expenses	5,704.61
Insurance	3,529.41
IT Services	5,996.18
PosEd Guide - Expenses, Editing, Printing etc	4,387.00
Professional development & staff training	203.96
Stripe Fees	32.75
Subscriptions	6,696.57
Superannuation	14,833.90
Travel - National	4,983.77
Wages and Salaries	139,853.22
Website Development & Maintenance	4,008.71
Total Operating Expenses	198,578.42

Net Profit

43,272.37