

## Profit and Loss

The Order of Australia Association-Victoria Branch

For the year ended 31 December 2023

<b>Account</b>	<b>2023</b>	<b>2022</b>
<b>Trading Income</b>		
Merchandise Nat Conference Sales	1,901.02	2,836.69
Merchandise Online Sales	8,984.78	5,711.79
Merchandise Other Branch Sales	2,834.36	5,638.67
Merchandise Postage & Handling fee	2,720.92	1,919.58
Merchandise Regional Group Sales	941.41	424.56
Merchandise Sales	2,316.51	3,407.23
Merchandise Sales - Vic Bch Events	1,576.47	1,888.41
<b>Total Trading Income</b>	<b>21,275.47</b>	<b>21,826.93</b>
<b>Cost of Sales</b>		
Merchandise Cost	12,021.98	13,064.24
Merchandise Cost Bank Charges	702.34	650.70
Merchandise Cost Bookkeeping Fees	3,989.82	6,250.14
Merchandise Cost National Share	1,780.25	999.98
Merchandise Cost Postage - Admin	0.00	112.02
Merchandise Cost Postage of Orders	2,506.25	1,638.18
Merchandise Cost Printing & Stationery	0.84	2.18
<b>Total Cost of Sales</b>	<b>21,001.48</b>	<b>22,717.44</b>
<b>Gross Profit</b>	<b>273.99</b>	<b>(890.51)</b>
<b>Other Income</b>		
Branch Support Grant Income	10,412.00	10,326.00
Donations Received	50.00	5.00
Function Income EOY Dinner	4,395.43	4,237.04
Function Income Luncheon	2,574.71	1,496.14
Function Income NGV	2,560.00	6,943.77
Function Income Oration	2,436.36	4,671.77
Interest Income	1,493.89	260.07
Merchandise Income	434.87	0.00
National Conference Income	12,088.05	167.27
<b>Total Other Income</b>	<b>36,445.31</b>	<b>28,107.06</b>
<b>Operating Expenses</b>		
BAG Allocation - Mallee RG	33.00	35.00
Bank Charges and Fees	4.00	0.00
Bookkeeping Fees - General	3,246.75	1,302.36
Branch Committee meeting expenses	0.00	100.45
Branch Support Grant Regionals	6,165.00	6,120.00
Communications AGM	119.32	112.06
Communications New Recipients	573.39	506.70
Function Cost EOY Dinner	3,612.79	3,451.82
Function Cost Luncheon	2,233.17	1,376.74
Function Cost New Members	345.45	2,120.89
Function Cost NGV	2,272.91	6,931.82
Function Cost Oration	0.00	1,790.33
Function Cost Virtual	20.00	0.00
Funds allocation Oration 2022	0.00	(4,197.00)
Funds allocation Oration 2023	1,283.31	4,171.00
Gifts	157.59	0.00
Marketing	931.35	488.60
Merchandise Purchases	139.20	0.00
National Conference Expense	0.00	163.86
OA Medal Board Repairs	63.64	0.00
Office Expenses	0.00	106.87
Postage / Courier (OAA PO Box)	320.91	304.43
<b>Total Operating Expenses</b>	<b>21,521.78</b>	<b>24,885.93</b>

<b>Net Profit</b>	<b>15,197.52</b>	<b>2,330.62</b>
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