

End of Year Reports

for

Small Charity Inc

June 2023

Prepared by Anne Enright

Best Accounting Partners



Budget Analysis — Small Charity Inc

JUL 2022 - JUN 2023

	Actuals	Budget	Variance	Variance (%)
Income				
Product Sales	224,932	93,889	131,043	140%
Grant Funding	782,111	2,155,421	(1,373,310)	(64%)
Total Income	1,007,043	2,249,310	(1,242,266)	(55%)
Cost of Sales				
Cost of Goods Sold	7,470	268,114	260,644	97%
Total Cost of Sales	7,470	268,114	260,644	97%
Gross Profit	999,573	1,981,195	(981,622)	(50%)
Direct Wages				
Staff Costs	738,789	5,860,445	5,121,656	87%
Total Direct Wages	738,789	5,860,445	5,121,656	87%
Contribution Margin	260,785	(3,879,250)	4,140,034	107%
Expense				
Admin	5,005	16,971	11,966	71%
Office expenses	44,431	248,208	203,777	82%
Marketing	40,087	212,432	172,344	81%
Operations	63,633	416,363	352,730	85%
Total Expense	153,157	893,974	740,817	83%
Operating Profit	107,628	(4,773,224)	4,880,851	102%

This Year vs Last Year — Small Charity Inc

JUL 2022 - JUN 2023

	Jul 2022 - Jun 2023	Jul 2021 - Jun 2022	Variance	% Variance
	Actuals	Actuals		
Income				
Product Sales	224,932	228,250	(3,318)	(1%)
Grant Funding	782,111	779,744	2,367	0%
Total Income	1,007,043	1,007,994	(951)	0%
Cost of Sales				
Cost of Goods Sold	7,470	7,160	(310)	(4%)
Total Cost of Sales	7,470	7,160	(310)	(4%)
Gross Profit	999,573	1,000,834	(1,261)	0%
Direct Wages				
Staff Costs	738,789	725,482	(13,307)	(2%)
Total Direct Wages	738,789	725,482	(13,307)	(2%)
Contribution Margin	260,785	275,353	(14,568)	(5%)
Expense				
Admin	5,005	4,479	(525)	(12%)
Office expenses	44,431	46,497	2,066	4%
Marketing	40,087	48,989	8,902	18%
Operations	63,633	63,824	191	0%
Total Expense	153,157	163,790	10,633	6%
Operating Profit	107,628	111,563	(3,935)	(4%)
Surplus/Deficit	107,628	111,563	(3,935)	(4%)
Additional Information				
Admin to Revenue	1%	1%	0	5%
Wages to Turnover	7%	7%	0	0%

Last Year Monthly — Small Charity Inc

JUL 2022 - JUN 2023

	Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	Dec 2022	Jan 2023	Feb 2023	Mar 2023	Apr 2023	May 2023	Jun 2023	Projected Total	Original Budget	Projected Variance
	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals			
Income															
Product Sales	19,182	14,758	20,776	21,182	18,364	18,136	17,955	18,225	24,686	17,955	13,295	20,418	224,932	93,889	131,043
Grant Funding	64,785	56,039	67,273	72,545	61,831	61,667	75,408	65,534	64,855	75,408	50,485	66,282	782,111	2,155,421	(1,373,310)
Total Income	83,967	70,797	88,050	93,726	80,194	79,803	93,362	83,759	89,541	93,362	63,781	86,700	1,007,043	2,249,310	(1,242,266)
Cost of Sales															
Cost of Goods Sold	595	878	567	549	636	455	455	591	862	455	791	636	7,470	268,114	260,644
Total Cost of Sales	595	878	567	549	636	455	455	591	862	455	791	636	7,470	268,114	260,644
Gross Profit	83,371	69,919	87,482	93,177	79,558	79,349	92,908	83,168	88,679	92,908	62,990	86,064	999,573	1,981,195	(981,622)
Direct Wages															
Staff Costs	73,220	41,543	69,761	58,990	68,385	49,433	68,185	72,186	62,475	68,185	37,426	68,999	738,789	5,860,445	5,121,656
Total Direct Wages	73,220	41,543	69,761	58,990	68,385	49,433	68,185	72,186	62,475	68,185	37,426	68,999	738,789	5,860,445	5,121,656
Contribution Margin	10,151	28,376	17,721	34,187	11,172	29,916	24,722	10,982	26,205	24,722	25,564	17,065	260,785	(3,879,250)	4,140,034
Expense															
Admin	93	73	(53)	106	360	1,848	183	(180)	117	(30)	(130)	2,618	5,005	16,971	11,966
Office expenses	699	4,847	3,817	5,207	4,060	4,366	3,184	754	4,214	3,184	4,367	5,731	44,431	248,208	203,777
Marketing	489	4,362	2,373	5,526	4,715	4,892	3,753	318	(61)	3,753	3,929	6,038	40,087	212,432	172,344
Operations	637	7,326	6,200	7,211	2,379	6,483	5,576	615	7,228	5,569	6,600	7,809	63,633	416,363	352,730
Total Expense	1,919	16,608	12,338	18,050	11,514	17,589	12,696	1,507	11,498	12,476	14,766	22,197	153,157	893,974	740,817
Operating Profit	8,232	11,769	5,383	16,137	(341)	12,327	12,026	9,475	14,707	12,247	10,798	(5,132)	107,628	(4,773,224)	4,880,851



Balance Sheet to Last Year — Small Charity Inc

JUN 2023

	Jun 2023	Jun 2022		
	Actuals	Actuals	Variance	% Variance
Asset				
Cash at Bank	485,444	484,723	722	0%
Transaction Bank Accounts	457,947	387,280	70,667	18%
Debtors	60,485	54,505	5,980	11%
Total Asset	1,003,877	926,508	77,369	8%
Liability				
Tax and Super	(21)	30,667	30,688	100%
Payables	46,919	46,489	(430)	(1%)
Other Current Liabilities	145,724	145,724	0	0%
Total Liability	192,622	222,881	30,259	14%
Net Assets	811,255	703,627	107,628	15%
Equity				
Retained Earnings	703,627	592,064	111,563	19%
Current Earnings	107,628	111,563	(3,935)	(4%)
Total Equity	811,255	703,627	107,628	15%

Where Did Our Money Go? — Small Charity Inc

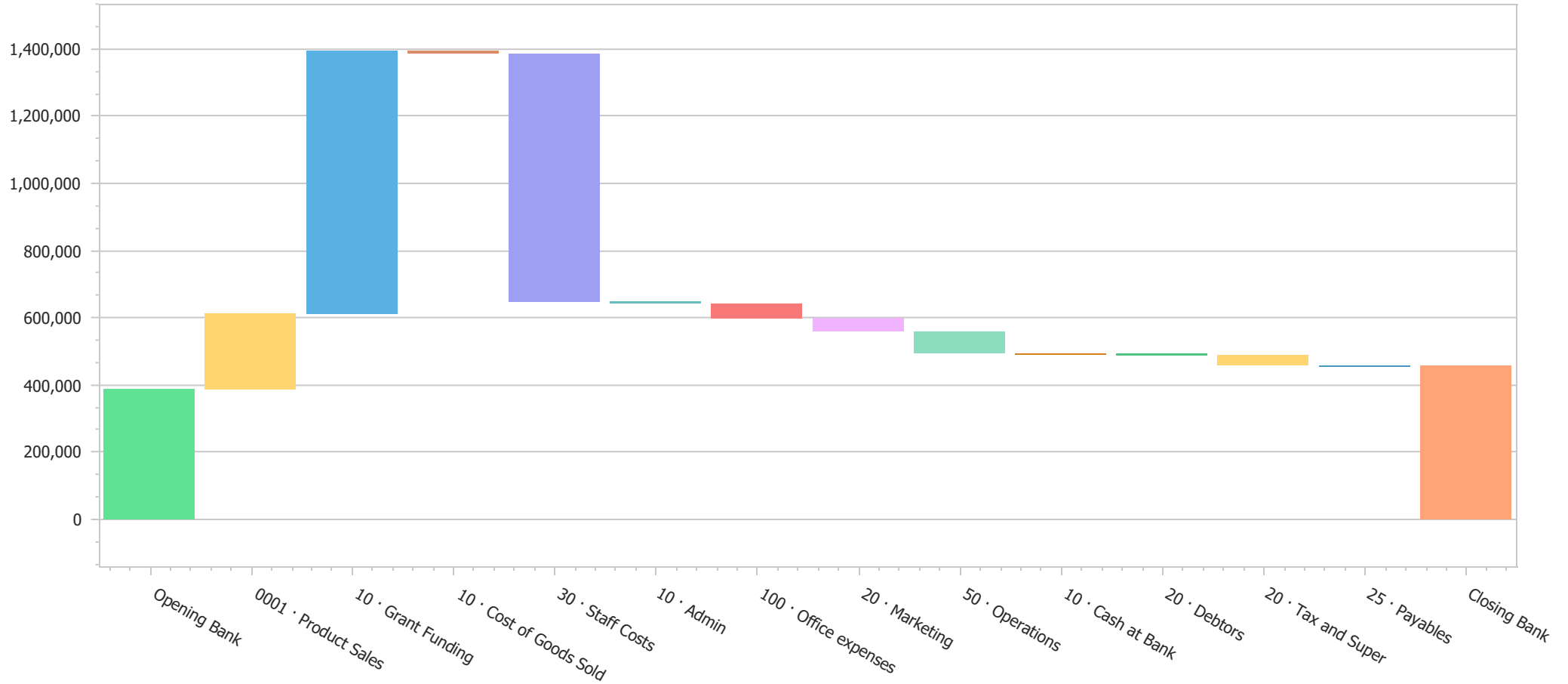
JUL 2022 - JUN 2023

	Opening Jul 2022	Closing Jun 2023	Movement
			Actuals
Summary Income and Expenditure			
400 · Income			1,007,043
500 · Cost of Sales			7,470
550 · Direct Wages			738,789
600 · Expense			153,157
Surplus / Deficit			107,628
Where Our Money Came From			
Superannuation Payable	41,459	54,958	13,499
Accounts Payable	46,489	46,919	430
Total			13,928
Where We've Spent Our Money			
Credit Card	220	385	165
Canadian Dollar Account	7,867	8,423	557
Accounts Receivable	54,505	60,485	5,980
GST	(71,292)	(115,479)	44,187
Total			50,888
How this Affected Our Bank			
Transaction Bank Accounts	387,280	457,947	70,667
Total			70,667
Net Movement			107,628

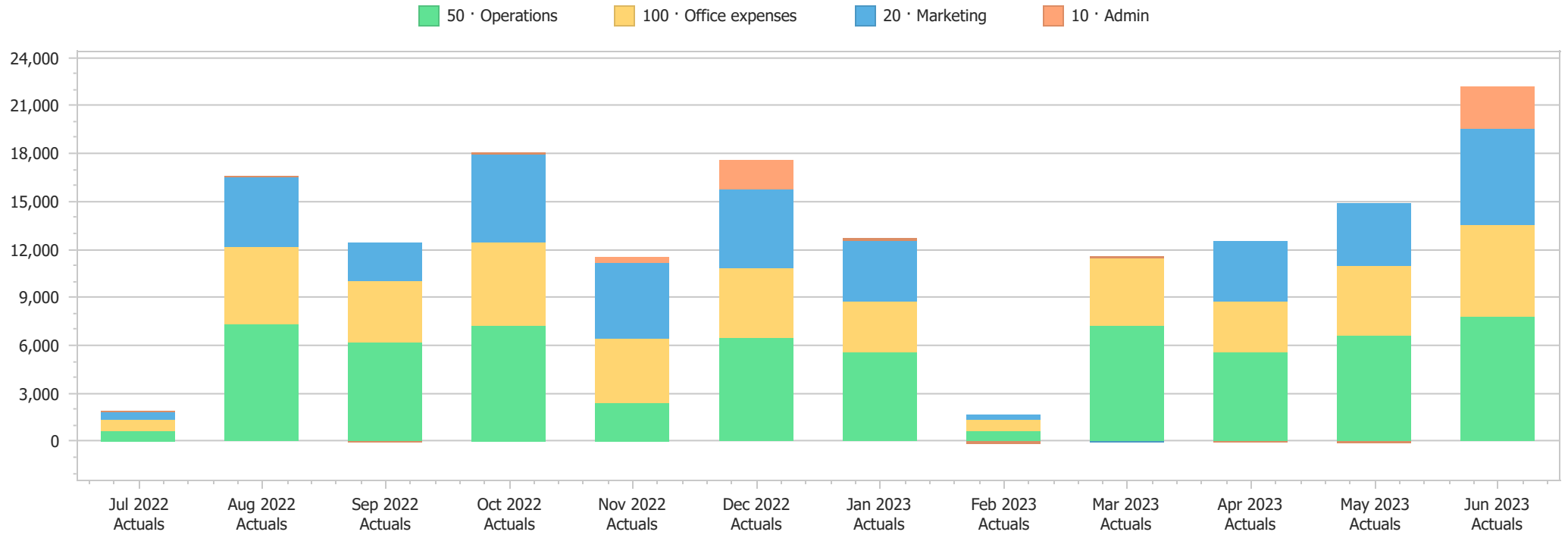
Bank Movement — Small Charity Inc

JUL 2022 - JUN 2023

Actuals



Expense Breakdown — Small Charity Inc



Program Summary — Small Charity Inc

JUN 2023

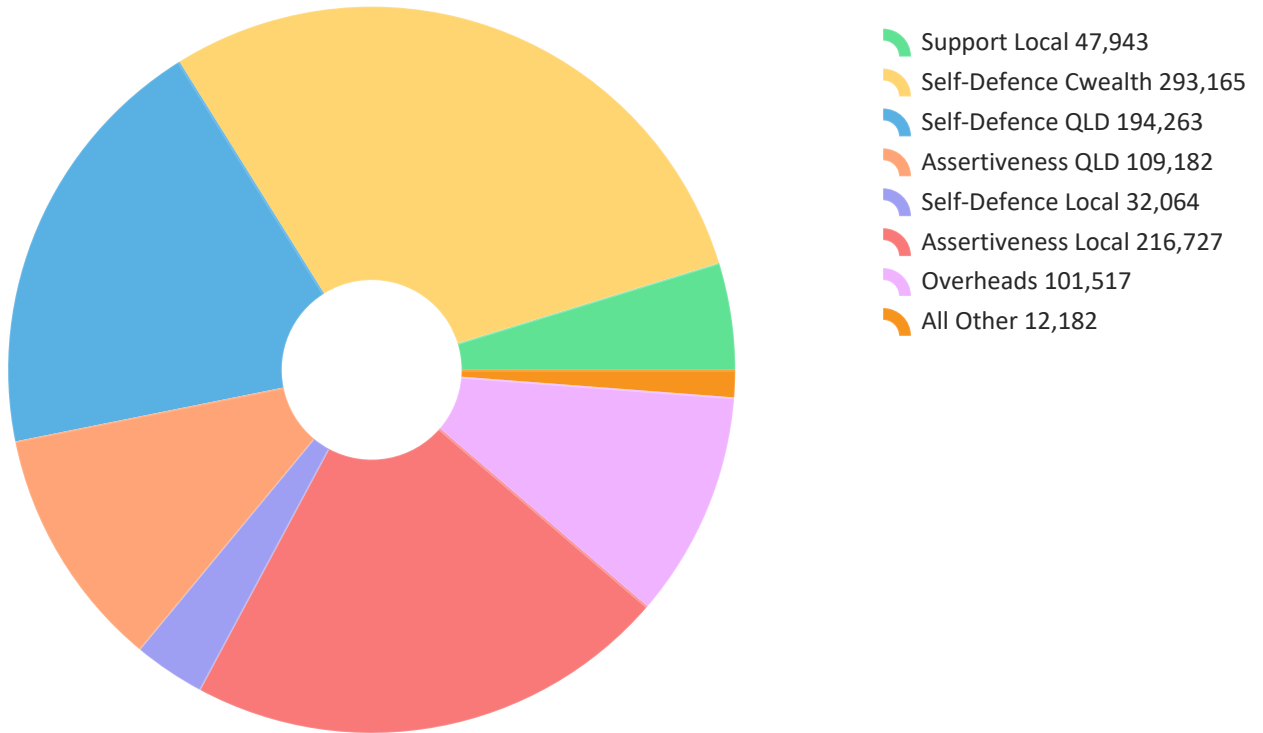
Cost Centre	Jun 2023						Jul 2022 - Jun 2023					
	Budget			Actual			Budget			Actual		
	Income	Expenses	Profit/Loss	Income	Expenses	Profit/Loss	Income	Expenses	Profit/Loss	Income	Expenses	Profit/Loss
Assertiveness Local	(2,000)	400	(2,400)	0	3,188	(3,188)	(5,100)	400	(5,500)	216,727	6,230	210,497
Assertiveness QLD	15,346	14,352	994	0	0	0	282,783	728,953	(446,170)	109,182	20,109	89,073
Overheads	4,194	2,250	1,944	0	3	(3)	40,645	37,000	3,645	101,517	394	101,123
Self-Defence Cwealth	5,277	11,008	(5,731)	59,582	15,627	43,955	184,135	311,970	(127,835)	293,165	202,691	90,473
Self-Defence Local	8,397	10,480	(2,083)	2,278	5,650	(3,372)	237,632	1,732,229	(1,494,597)	32,064	56,026	(23,962)
Self-Defence QLD	2,338	11,526	(9,188)	11,564	14,425	(2,861)	270,122	1,196,364	(926,243)	194,263	186,620	7,643
Support Local	110,482	142,616	(32,134)	13,276	52,820	(39,544)	918,208	1,992,491	(1,074,283)	47,943	433,274	(385,331)
Support QLD	1,059	24,126	(23,067)	0	0	0	220,040	1,023,126	(803,086)	11,818	0	11,818
Unassigned	3,540	0	3,540	0	120	(120)	100,846	0	100,846	364	(5,929)	6,293
All Active Projects	148,632	216,758	(68,126)	86,700	91,832	(5,132)	2,249,310	7,022,533	(4,773,224)	1,007,043	899,415	107,628



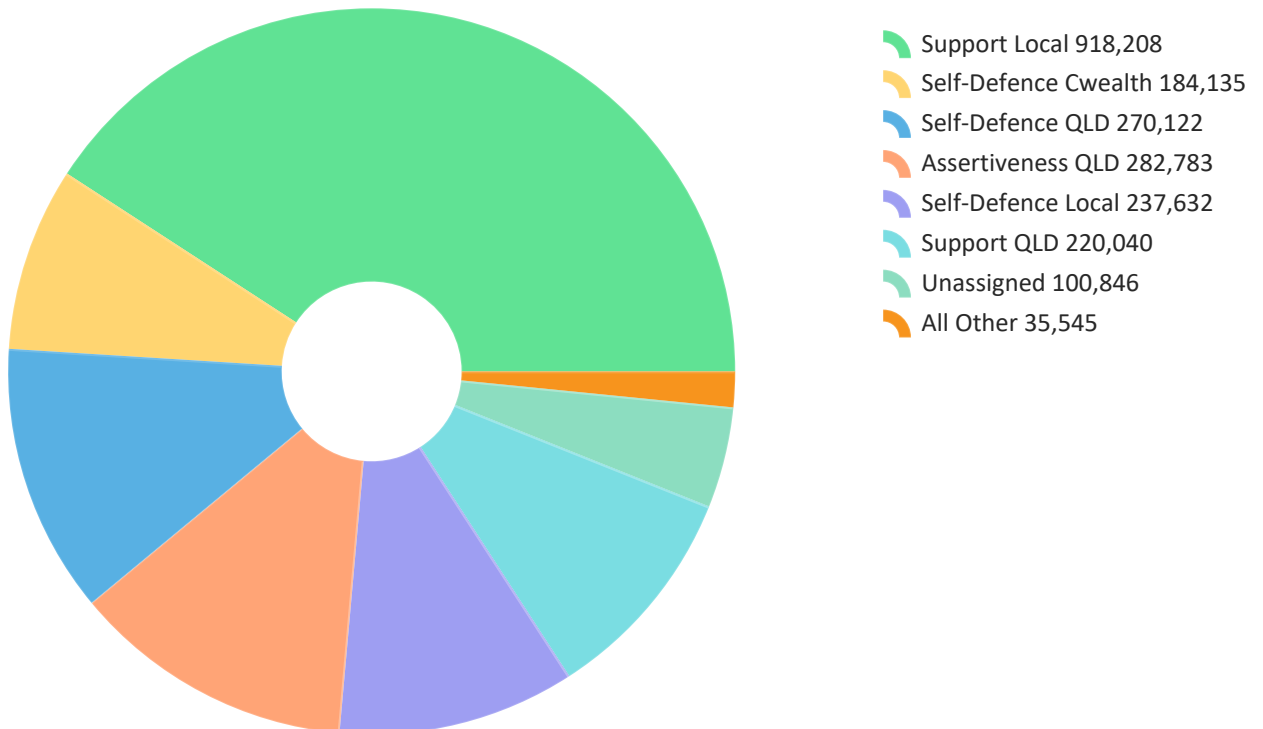
Income by Program — Small Charity Inc

JUL 2022 - JUN 2023

Actuals



Budget



Using actuals up to Jul 2023

Combined values less than 2%

5 Year Review — Small Charity Inc

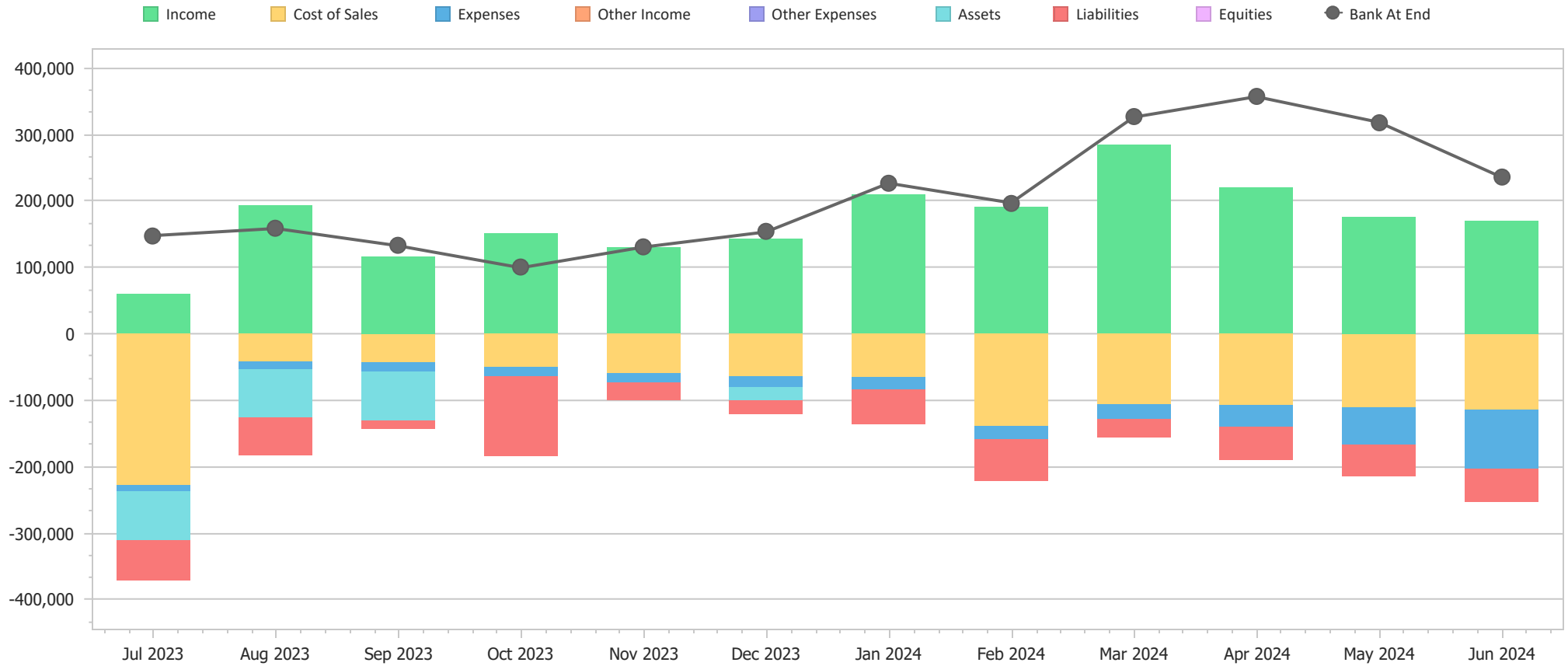
JUL 2019 - JUN 2024

	Jul 2019 - Jun 2020	Jul 2020 - Jun 2021	Jul 2021 - Jun 2022	Jul 2022 - Jun 2023	Jul 2023 - Jun 2024	Projected Total
	Actuals	Actuals	Actuals	Actuals	Forecast	
Income						
Product Sales	239,859	240,523	228,250	224,932	163,473	1,097,037
Grant Funding	800,361	831,726	779,744	782,111	1,613,182	4,807,125
Total Income	1,040,220	1,072,249	1,007,994	1,007,043	1,776,656	5,904,162
Cost of Sales						
Cost of Goods Sold	6,729	6,597	7,160	7,470	350,856	378,812
Total Cost of Sales	6,729	6,597	7,160	7,470	350,856	378,812
Gross Profit	1,033,491	1,065,652	1,000,834	999,573	1,425,799	5,525,350
Direct Wages						
Staff Costs	808,533	779,555	725,482	738,789	898,648	3,951,007
Total Direct Wages	808,533	779,555	725,482	738,789	898,648	3,951,007
Contribution Margin	224,958	286,097	275,353	260,785	527,151	1,574,343
Expense						
Admin	2,662	4,432	4,479	5,005	12,693	29,271
Office expenses	42,907	45,017	46,497	44,431	142,967	321,819
Marketing	49,967	30,244	48,989	40,087	126,572	295,859
Operations	64,278	63,589	63,824	63,633	374,413	629,739
Total Expense	159,814	143,282	163,790	153,157	656,645	1,276,687
Operating Profit	65,144	142,815	111,563	107,628	(129,494)	297,655



Cashflow Forecast — Small Charity Inc

JUL 2023 — JUN 2024



Using actuals up to Jun 2023



Balance Sheet Forecast — Small Charity Inc

JUL 2023

	Opening Balance	Jul 2023	Aug 2023	Sep 2023	Oct 2023	Nov 2023	Dec 2023	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024
Asset													
Cash at Bank	485,444	485,444	485,444	485,444	485,444	485,444	485,444	485,444	485,444	485,444	485,444	485,444	485,444
Transaction Bank Accounts	457,947	147,897	158,625	132,531	99,506	130,609	153,429	226,717	197,183	326,126	356,994	318,528	235,953
Debtors	60,485	193,648	116,456	151,086	130,484	143,694	209,501	191,389	284,919	221,310	180,055	176,850	183,350
Non Current Assets	0	66,667	133,333	200,000	200,000	200,000	220,000	220,000	218,964	217,928	216,892	215,856	214,820
Total Asset	1,003,877	893,656	893,858	969,061	915,434	959,748	1,068,375	1,123,550	1,186,511	1,250,809	1,239,385	1,196,678	1,119,567
Liability													
Tax and Super	(21)	35,256	(6,240)	1,959	(82,631)	(79,007)	(59,694)	(57,571)	(43,686)	(37,295)	(58,250)	(78,120)	(101,460)
Payables	46,919	65,587	99,061	124,324	149,221	158,644	169,357	172,342	274,691	378,791	484,722	571,747	635,187
Other Current Liabilities	145,724	145,724	145,724	143,257	129,994	124,195	113,076	86,160	63,065	63,065	63,065	63,065	63,065
Total Liability	192,622	246,567	238,545	269,539	196,583	203,833	222,739	200,930	294,069	404,561	489,537	556,692	596,792
Net Assets	811,255	647,089	655,313	699,522	718,851	755,915	845,636	922,620	892,442	846,247	749,848	639,986	522,775
Equity													
Retained Earnings	811,255	811,255	811,255	811,255	811,255	811,255	811,255	811,255	811,255	811,255	811,255	811,255	811,255
Current Earnings	0	(164,166)	(155,941)	(111,733)	(92,404)	(55,340)	34,381	111,365	80,151	32,921	(64,515)	(175,413)	(293,660)
Total Equity	811,255	647,089	655,313	699,522	718,851	755,915	845,636	922,620	891,406	844,175	746,740	635,842	517,595



Next Year Budget — Small Charity Inc

JUL 2023 - JUN 2024

	Budget	Last Year Actuals	Variance	Variance (%)
Income				
Product Sales	192,655	224,932	(32,276)	(14%)
Grant Funding	1,760,450	782,111	978,339	125%
Total Income	1,953,106	1,007,043	946,062	94%
Cost of Sales				
Cost of Goods Sold	373,032	7,470	(365,562)	(4894%)
Total Cost of Sales	373,032	7,470	(365,562)	(4894%)
Gross Profit	1,580,074	999,573	580,500	58%
Direct Wages				
Staff Costs	1,213,158	738,789	(474,369)	(64%)
Total Direct Wages	1,213,158	738,789	(474,369)	(64%)
Contribution Margin	366,916	260,785	106,132	41%
Expense				
Admin	12,738	5,005	(7,734)	(155%)
Office expenses	145,691	44,431	(101,260)	(228%)
Marketing	127,078	40,087	(86,991)	(217%)
Operations	375,068	63,633	(311,434)	(489%)
Total Expense	660,576	153,157	(507,419)	(331%)
Operating Profit	(293,660)	107,628	(401,287)	(373%)

