

Budget for Next Year — Melbourne

JUL 2024 - JUN 2025

	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025	Projected Total
	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	
400 · Income													
0001 · Product Sales	13,280	5,894	13,945	25,003	21,925	12,938	12,995	5,894	23,027	278	226	192	135,597
41040 · Grants (State) Op - Recurr...	28,780	21,394	29,445	40,503	37,425	28,438	28,495	21,394	38,527	19,532	19,543	19,509	332,984
50010 · Opening Stock	0	0	0	0	0	0	0	0	0	(346)	(346)	(346)	(1,039)
50030 · Freight Inwards	(15,500)	(15,500)	(15,500)	(15,500)	(15,500)	(15,500)	(15,500)	(15,500)	(15,500)	(16,301)	(16,301)	(16,301)	(188,403)
50040 · Less: Closing Stock	0	0	0	0	0	0	0	0	0	(2,606)	(2,670)	(2,670)	(7,945)
10 · Grant Funding	167,556	128,511	186,383	178,257	194,532	205,972	205,502	169,167	219,262	369,609	417,453	436,483	2,878,688
20 · Services	120,341	128,511	130,301	130,066	136,186	149,922	155,152	169,167	170,622	357,716	405,678	420,004	2,473,666
42010 · Donations Received	3,420	5,081	2,565	1,659	1,377	2,476	1,568	3,753	655	6,576	6,576	7,438	43,144
43010 · Contributions (Members)	15,836	16,836	17,836	18,836	19,836	20,836	21,836	22,836	23,836	26,627	27,627	28,627	261,408
44010 · Sales of Goods	101,085	106,593	109,900	109,572	114,972	126,610	131,748	142,578	146,131	324,512	371,474	383,939	2,169,115
41010 · Grants (Cwlth) - Op - Rcmt	47,215	0	56,081	37,155	46,655	56,050	50,350	0	48,640	249	312	549	343,255
41050 · Grants (State) Op - Non-R	0	0	0	11,036	11,692	0	0	0	0	11,644	11,464	15,930	61,766
120 · Grants received in Advance	40,165	8,821	9,832	47,698	18,050	9,016	9,310	8,821	24,755	0	0	0	176,468
Total Income	221,001	143,225	210,160	250,959	234,507	227,925	227,807	183,882	267,045	369,888	417,679	436,675	3,190,753
500 · Cost of Sales													
10 · Cost of Goods Sold	38,869	40,878	42,836	45,021	47,042	49,760	52,057	54,698	57,348	86,911	91,483	95,208	702,110



	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025	Projected Total
	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	
50020 · Cost of Stock Sold	38,869	40,878	42,836	45,021	47,042	49,760	52,057	54,698	57,348	85,813	89,325	93,012	696,657
60100 · Cleaning	0	0	0	0	0	0	0	0	0	1,098	2,158	2,196	5,453
Total Cost of Sales	38,869	40,878	42,836	45,021	47,042	49,760	52,057	54,698	57,348	86,911	91,483	95,208	702,110
Gross Profit	182,132	102,347	167,325	205,938	187,466	178,165	175,749	129,184	209,696	282,977	326,196	341,467	2,488,643
Gross Profit Margin	74%	64%	74%	74%	75%	73%	72%	65%	74%	74%	76%	76%	73%
550 · Direct Wages													
30 · Staff Costs	61,650	50,243	51,360	102,425	109,536	63,078	50,946	50,099	50,668	128,766	126,147	126,671	971,588
60600 · Wages & Salaries	52,152	42,332	43,359	92,707	100,045	54,129	42,996	42,188	42,642	116,292	113,933	114,404	857,179
60607 · Superannuation	9,498	7,911	8,001	9,718	9,491	8,949	7,950	7,911	8,027	12,474	12,215	12,266	114,410
Total Direct Wages	61,650	50,243	51,360	102,425	109,536	63,078	50,946	50,099	50,668	128,766	126,147	126,671	971,588
Contribution Margin	120,483	52,104	115,964	103,513	77,930	115,087	124,804	79,085	159,028	154,211	200,049	214,796	1,517,055
600 · Expense													
10 · Admin	224	(48)	244	136	237	2,704	(143)	14	50	10,694	10,715	3,312	28,139
21 · Digital	0	0	0	0	0	2,561	0	0	0	2,160	3,220	3,258	11,198
60020 · Advertising & Promotion	0	0	0	0	0	2,561	0	0	0	2,160	3,220	3,258	11,198
60450 · Legal Fees	0	0	214	0	0	0	0	0	0	0	0	0	214
60510 · Postage, Freight & Courier	173	39	77	81	39	106	39	39	39	43	65	43	782
69010 · Bank Revaluations	51	(86)	(47)	55	199	36	(181)	(25)	12	11	11	11	45
7765768 · Rent on new office	0	0	0	0	0	0	0	0	0	8,480	7,420	0	15,900
100 · Office expenses	9,797	9,717	9,834	5,754	5,463	10,780	8,949	9,449	8,372	24,714	29,925	30,062	162,813



	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025	Projected Total
	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	
60010 · Accounting Fees	3,015	2,451	3,015	2,202	2,050	3,037	2,806	2,555	2,643	5,445	5,446	5,701	40,366
60030 · Amortisation Expense	0	0	0	0	0	0	0	0	0	1,098	2,158	2,196	5,453
60040 · Assets Purchases <\$5,000	0	0	0	0	0	0	0	0	0	3,783	2,158	2,196	8,138
60070 · Bank Charges	560	570	574	818	690	836	551	570	531	1,683	2,658	2,696	12,738
60250 · Depreciation	500	500	500	500	500	500	500	500	500	1,598	2,658	2,696	11,453
60660 · Staff Amenities	753	211	791	0	0	478	175	210	182	197	295	197	3,491
60680 · Telephone & Internet	1,982	1,982	1,982	2,233	2,223	1,982	1,982	1,982	1,982	3,022	3,022	3,022	27,395
60700 · Training & Development (...)	2,986	4,003	2,972	0	0	3,947	2,935	3,635	2,534	7,887	11,529	11,356	53,783
69030 · Realised Currency Gains	0	0	0	0	0	0	0	(3)	0	0	0	0	(3)
20 · Marketing	15,947	14,900	15,876	10,528	10,404	16,338	14,997	14,165	14,242	32,614	34,539	35,565	230,116
60220 · Computer Expenses	2,068	1,691	2,048	0	0	2,408	1,551	1,572	1,379	4,699	6,075	7,100	30,593
60570 · Rent	10,436	10,395	10,385	10,000	10,000	10,652	10,552	10,359	10,287	10,513	10,296	10,296	124,172
60590 · Repairs & Maintenance	125	125	125	121	125	313	125	125	125	268	277	277	2,133
60710 · Travel & Accommodation	877	202	877	192	202	409	491	202	254	14,582	15,321	15,321	48,932
60720 · Utilities	2,441	2,486	2,441	215	77	2,556	2,278	1,906	2,196	2,551	2,570	2,570	24,286
50 · Operations	7,336	7,009	12,973	770	352	8,695	2,498	7,005	5,837	22,492	27,488	29,021	131,476
60 · Premises	1,497	1,338	1,590	(1)	(4)	2,771	1,397	1,324	1,357	7,693	11,086	9,390	39,438
0-0000 · Default Header	(1)	2	1	(1)	(4)	(1)	(5)	12	0	1,131	2,262	2,262	5,658
69020 · Unrealised Currency...	(1)	2	1	(1)	(4)	(1)	(5)	12	0	1,131	2,262	2,262	5,658
60502 · MV Expenses - R & M	876	888	962	0	0	1,895	876	883	866	5,404	5,404	5,404	23,458
80 · Other things	622	448	627	0	0	877	526	429	491	1,158	3,420	1,723	10,322
60503 · Insurance	622	448	627	0	0	877	526	429	491	1,158	3,420	1,723	10,322



	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025	Projected Total
	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	
60320 · Equipment Hire/Lease	0	0	0	0	0	0	0	0	0	1,060	1,060	0	2,120
60340 · Fundraising Expenses - Ge...	534	447	543	0	0	1,077	438	457	448	5,809	7,898	12,188	29,840
60400 · Insurance - General	4,625	4,091	10,167	0	0	4,171	0	4,091	3,802	7,054	6,230	6,230	50,460
60480 · Meeting Expenses	265	525	265	652	241	464	366	525	145	629	958	958	5,994
60501 · MV Expenses - Fuel and Oil	414	607	408	119	116	212	297	607	86	248	256	256	3,624
Total Expense	33,304	31,577	38,927	17,187	16,457	38,516	26,301	30,632	28,502	90,514	102,668	97,959	552,544
Operating Profit	87,179	20,527	77,038	86,326	61,473	76,571	98,503	48,453	130,526	63,697	97,382	116,837	964,511
900 · Other Expense													
123456 · New car loan interest	0	0	0	0	0	0	0	0	0	0	0	530	530
Total Other Expense	0	0	0	0	0	0	0	0	0	0	0	530	530
Surplus/Deficit	87,179	20,527	77,038	86,326	61,473	76,571	98,503	48,453	130,526	63,697	97,382	116,307	963,981

Business Unit(s)	Melbourne
Budget Version	Forecast
Account Tree	Melbourne Board Report
Account Types	Income, Cost of Sales, Expense, Other Income, Other Expense



Budget vs Last Year Actual/Forecast — Melbourne

JUL 2024 - JUN 2025

	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025	Projected Total	Last Year Forecast	Projected Variance
	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast			
400 · Income															
0001 · Product Sales	13,280	5,894	13,945	25,003	21,925	12,938	12,995	5,894	23,027	278	226	192	135,597	156,840	(21,243)
10 · Grant Funding	167,556	128,511	186,383	178,257	194,532	205,972	205,502	169,167	219,262	369,609	417,453	436,483	2,878,688	1,487,338	1,391,350
120 · Grants received in Advance	40,165	8,821	9,832	47,698	18,050	9,016	9,310	8,821	24,755	0	0	0	176,468	141,453	35,015
Total Income	221,001	143,225	210,160	250,959	234,507	227,925	227,807	183,882	267,045	369,888	417,679	436,675	3,190,753	1,785,631	1,405,122
500 · Cost of Sales															
10 · Cost of Goods Sold	38,869	40,878	42,836	45,021	47,042	49,760	52,057	54,698	57,348	86,911	91,483	95,208	702,110	377,950	(324,159)
Total Cost of Sales	38,869	40,878	42,836	45,021	47,042	49,760	52,057	54,698	57,348	86,911	91,483	95,208	702,110	377,950	(324,159)
Gross Profit	182,132	102,347	167,325	205,938	187,466	178,165	175,749	129,184	209,696	282,977	326,196	341,467	2,488,643	1,407,681	1,080,963
Gross Profit Margin	74%	64%	74%	74%	75%	73%	72%	65%	74%	74%	76%	76%	73%	76%	(2)
550 · Direct Wages															
30 · Staff Costs	61,650	50,243	51,360	102,425	109,536	63,078	50,946	50,099	50,668	128,766	126,147	126,671	971,588	923,009	(48,579)
Total Direct Wages	61,650	50,243	51,360	102,425	109,536	63,078	50,946	50,099	50,668	128,766	126,147	126,671	971,588	923,009	(48,579)
Contribution Margin	120,483	52,104	115,964	103,513	77,930	115,087	124,804	79,085	159,028	154,211	200,049	214,796	1,517,055	484,672	1,032,383
600 · Expense															



	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025	Projected Total	Last Year Forecast	Projected Variance
	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast			
10 · Admin	224	(48)	244	136	237	2,704	(143)	14	50	10,694	10,715	3,312	28,139	26,546	(1,593)
100 · Office expenses	9,797	9,717	9,834	5,754	5,463	10,780	8,949	9,449	8,372	24,714	29,925	30,062	162,813	101,166	(61,647)
20 · Marketing	15,947	14,900	15,876	10,528	10,404	16,338	14,997	14,165	14,242	32,614	34,539	35,565	230,116	103,883	(126,233)
50 · Operations	7,336	7,009	12,973	770	352	8,695	2,498	7,005	5,837	22,492	27,488	29,021	131,476	119,317	(12,159)
Total Expense	33,304	31,577	38,927	17,187	16,457	38,516	26,301	30,632	28,502	90,514	102,668	97,959	552,544	350,912	(201,632)
Operating Profit	87,179	20,527	77,038	86,326	61,473	76,571	98,503	48,453	130,526	63,697	97,382	116,837	964,511	133,760	830,751
900 · Other Expense															
123456 · New car loan interest	0	0	0	0	0	0	0	0	0	0	0	530	530	530	0
Total Other Expense	0	0	0	0	0	0	0	0	0	0	0	530	530	530	0
Surplus/Deficit	87,179	20,527	77,038	86,326	61,473	76,571	98,503	48,453	130,526	63,697	97,382	116,307	963,981	133,230	830,751

Business Units

Melbourne

Forecast

Forecast

Account tree

Melbourne Board Report

Account types

Income, Cost of Sales, Expense, Other Income, Other Expense

Using Actual figures up to Mar 2024



Balance Sheet Forecast — Melbourne

JUL 2024

	Opening Balance	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025
100 · Asset													
11110 · Cash at Bank - Restricted	814,868	1,034,836	899,554	799,575	804,067	811,798	906,937	999,637	1,080,442	1,174,267	1,229,697	1,376,982	1,576,329
11130 · Cash at Bank - Unrestricted	34,979	34,979	34,979	34,979	34,979	34,979	34,979	34,979	34,979	34,979	34,979	34,979	34,979
11160 · Credit Card	385	385	385	385	385	385	385	385	385	385	385	385	385
11170 · Short-Term Investments	476,636	476,636	476,636	476,636	476,636	476,636	476,636	476,636	476,636	476,636	476,636	476,636	476,636
11180 · Prepayments	(12,500)	(12,500)	(12,500)	(12,500)	(12,500)	(12,500)	(12,500)	(12,500)	(12,500)	(12,500)	(16,917)	(21,333)	(25,750)
11210 · Accounts Receivable	395,439	215,628	164,387	237,154	240,471	255,015	257,603	257,240	209,242	283,503	427,397	480,038	500,848
11300 · Inventory on Hand	100	100	100	100	100	100	100	100	100	100	100	100	100
17110 · Less: Accum Depreciation (17...	(10,288)	(10,788)	(11,288)	(11,788)	(12,288)	(12,788)	(13,288)	(13,788)	(14,288)	(14,788)	(17,484)	(22,301)	(27,193)
17120 · Plant and Equipment	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000
Canadian Dollar Account	9,342	9,342	9,342	9,342	9,342	9,342	9,342	9,342	9,342	9,342	9,342	9,342	9,342
Total Asset	1,728,962	1,768,618	1,581,595	1,553,883	1,561,192	1,582,967	1,680,194	1,772,031	1,804,337	1,971,924	2,164,135	2,354,829	2,565,676
200 · Liability													
12345 · New car loan	79,182	78,359	77,531	76,697	75,857	75,012	74,161	73,305	72,443	71,575	70,702	69,823	68,938
20200 · Accounts Payable	690,434	634,874	507,049	386,701	300,232	269,058	282,273	289,678	306,627	318,280	423,920	536,797	631,781
21130 · Loans Payable	86,069	82,107	77,904	73,444	68,711	63,689	58,360	52,706	52,706	52,706	52,706	52,706	52,706
21160 · GST Payable	22,312	36,963	(26,899)	(14,213)	4,633	(119)	13,735	28,610	(424)	17,734	38,164	18,614	43,649
21180 · PAYG Withholding Payable	21,758	10,430	8,466	8,672	18,541	20,009	10,826	8,599	8,438	8,528	23,258	22,787	22,881



	Opening Balance	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025
21190 · Superannuation Payable	0	9,498	17,409	25,409	9,718	19,209	28,158	7,950	15,860	23,887	12,474	24,689	0
21230 · Revenue Received in Advance	49,088	49,088	49,088	49,088	49,088	49,088	49,088	49,088	49,088	49,088	49,088	49,088	49,088
21240 · Grants Received in Advance	0	30,000	30,000	30,000	60,000	60,000	60,000	60,000	60,000	60,000	49,550	39,100	28,650
21260 · PAYG Instalments	(3,600)	(3,600)	(20,376)	(20,376)	(20,376)	(29,240)	(29,240)	(29,240)	(40,188)	(40,188)	(40,188)	(51,066)	(51,066)
21300 · GST	(161,003)	(161,003)	(161,003)	(161,003)	(161,003)	(161,003)	(161,003)	(161,003)	(161,003)	(161,003)	(161,003)	(161,003)	(161,003)
Total Liability	784,240	766,717	559,167	454,417	405,401	365,703	386,359	379,692	363,546	400,607	518,671	601,533	685,623
Net Assets	944,722	1,001,901	1,022,428	1,099,466	1,155,791	1,217,264	1,293,836	1,392,338	1,440,792	1,571,318	1,645,464	1,753,296	1,880,053
300 · Equity													
31000 · Retained Earnings	944,722	944,722	944,722	944,722	944,722	944,722	944,722	944,722	944,722	944,722	944,722	944,722	944,722
Current Earnings	0	57,179	77,706	154,744	211,069	272,542	349,114	447,617	496,070	626,596	700,742	808,574	935,331
Total Equity	944,722	1,001,901	1,022,428	1,099,466	1,155,791	1,217,264	1,293,836	1,392,338	1,440,792	1,571,318	1,645,464	1,753,296	1,880,053



Account Analysis Sale of Goods — Melbourne

JUL 2024 - JUN 2025

	Forecast	Budget	Variance (\$)	Variance (%)
44010 · Sales of Goods				
Melbourne	2,169,115	2,169,115	0	0%
Projects(s)				
Assertiveness Local	676	676	0	0%
Assertiveness QLD	240,249	240,249	0	0%
Self-Defence Cwealth	24,308	24,308	0	0%
Self-Defence Local	12,520	12,520	0	0%
Self-Defence QLD	36,370	36,370	0	0%
Support Local	1,540,030	1,540,030	0	0%
Support QLD	313,500	313,500	0	0%
Unassigned	1,463	1,463	0	0%
Total	2,169,115	2,169,115	0	0%

Budget Assumptions 2024 - 2025

General Notes

- We have had a good year so far in 2023-24 and expect to build on that next year
- Continued growth will require building the team further.

Marketing Plans

- Refer to strategy document for full details
- Main investment is in 2nd half of the year

Sample Reports included in the web chat bundle for Next Year's Budget

- You can use most of the reports in this bundle for either the organisation, business units (jobs/tracking categories/classes), or multi-entity reports
 - Balance Sheet can be run for total organisation & multi-entity only
 - Charts can be run for a single organisation only, with the exception of the Accounts by Business Unit Pie Chart
 - Account Analysis report cannot be used for multi-entity consolidation
- Ensure you have set your Organisation Budget Consolidation Setting so Calxa knows how your total organisation budget is derived
- Use the Search bar in the Builder screen to easily find the templates below
- Date selection on all assumes that you are in the previous financial year still, so the start date for all is FY Start 13
 - In other words, this bundle has been set up as if running it today with report month of Apr 2020 (and this also will work for May/Jun 2020 report months)
 - The start dates would need to be updated to FY Start 1 once you get into the next financial year (i.e. 2020-2021)

Reports included in the Bundle:

1. P&L with Projected Total (12 Months)
2. P&L vs Last Year Actual/Forecast (12 Months)
3. Balance Sheet Forecast 1 Year, Monthly
4. Account Analysis

Notes on Report Criteria:

1. P&L with Projected Total (12 Months) – no additional notes
2. P&L Budget vs Last Year Actual/Forecast (12 Months)
 - a. Set date to Start Next Financial Year
3. Balance Sheet Forecast 1 Year, Monthly – no additional notes
4. Account Analysis
 - a. You can use this chart to provide breakdowns by business unit for income and expense (i.e. by jobs, tracking categories, classes, cost centres), either at an account header level or for individual accounts
 - b. Date selection: Start Next Financial Year Budget
 - c. Select the account(s) you want to report on
 - d. Select the business unit type you want to report on

Other ideas:

- Add charts for KPIs to your bundle, such as KPI Analysis Line Chart or KPI Analysis Bar Chart.
- Add Document(s) into your bundle to record your budget assumptions, cover page, etc