



**Profit & Loss - including budget**  
Australian Bowhunters Association Inc.  
1 June 2017 to 31 May 2018



	31 May 18 - Actual	31 May 2018 Budget	Difference	31 May 2019 Budget
<b>Income</b>				
Advertising	\$ 70,996	\$ 95,000	\$ (24,004)	\$ 68,000
Subscriptions	\$ 87,872	\$ 93,600	\$ (5,728)	\$ 84,600
Memberships	\$ 340,069	\$ 402,000	\$ (61,931)	\$ 389,000
Club Affiliation Fees	\$ 8,070	\$ 8,000	\$ 70	\$ 8,000
National Safaris	\$ 19,927	\$ 14,100	\$ 5,827	\$ 13,900
TBA Muster	\$ 830	\$ 500	\$ 300	\$ -
ABA Shop Sales	\$ 6,348	\$ 12,000	\$ (5,652)	\$ 5,500
Other Revenue	\$ 208	\$ 1,000	\$ (792)	\$ 1,000
Interest Received	\$ 8,308	\$ 13,500	\$ (5,192)	\$ 11,500
Recoverable - Postage from ABA	\$ 37,184	\$ 38,000	\$ (816)	\$ 34,000
ABA Park - Canteen Income	\$ 939	\$ -	\$ 939	\$ -
<b>Total Income</b>	<b>\$ 580,750</b>	<b>\$ 677,700</b>	<b>\$ (96,980)</b>	<b>\$ 615,500</b>
<b>Less Cost of Sales</b>				
Opening Stock	\$ 53,370	\$ 53,370	\$ 0	\$ 37,696
Closing Stock	\$ (37,696)	\$ (50,000)	\$ 12,304	\$ (35,000)
ABA Shop Purchases	\$ 5,361	\$ 5,500	\$ (139)	\$ 8,500
ABA Park - Canteen Expenses	\$ 463	\$ -	\$ 463	\$ -
<b>Total Cost of Sales</b>	<b>\$ 21,499</b>	<b>\$ 8,870</b>	<b>\$ 12,629</b>	<b>\$ 11,196</b>
<b>Gross Profit</b>	<b>\$ 559,251</b>	<b>\$ 668,830</b>	<b>\$ (109,609)</b>	<b>\$ 604,304</b>
<b>Less Operating Expenses</b>				
Executive Expenses	\$ 3,086	\$ 6,150	\$ (3,064)	\$ 3,000
ABA Office Expenses	\$ 8,715	\$ 6,000	\$ 2,715	\$ 8,100
General Operating	\$ 41,847	\$ 46,300	\$ (4,453)	\$ 40,700
IT & Software	\$ 6,902	\$ 7,140	\$ (238)	\$ 7,140
Employment	\$ 79,321	\$ 109,010	\$ (29,689)	\$ 127,725
Insurance	\$ 23,270	\$ 27,500	\$ (4,230)	\$ 24,500
National Safari Costs	\$ 39,043	\$ 26,400	\$ 12,643	\$ 22,000
Marketing	\$ 4,813	\$ 2,550	\$ 2,263	\$ 5,050
Professional Fees	\$ 14,017	\$ 14,410	\$ (233)	\$ 9,250
Archery Action Magazine (ABA Costs)	\$ 120,963	\$ 128,000	\$ (7,037)	\$ 117,000
Coaching	\$ 18,136	\$ 15,550	\$ 2,586	\$ 5,550
National Management Committee	\$ 32,845	\$ 25,000	\$ 7,845	\$ 39,400
WFAC Costs	\$ 100	\$ -	\$ 100	\$ 5,000
Special Projects	\$ 4,763	\$ 8,800	\$ (4,037)	\$ 7,800
Mudgee Property Costs	\$ 7,993	\$ 25,000	\$ (17,007)	\$ 14,000
Distribution Costs (AAWOC Costs)	\$ 35,394	\$ 40,700	\$ (5,306)	\$ 35,800
Production Costs (AAWOC Costs)	\$ 134,914	\$ 138,000	\$ (3,086)	\$ 134,000
AGM Costs	\$ 24,787	\$ 25,000	\$ (213)	\$ 24,025
Branch & Club Grants	\$ 3,000	\$ 20,000	\$ (17,000)	\$ 15,000
Membership Rebates to Branch	\$ 26,615	\$ 26,615	\$ 0	\$ 24,000
Bowhunting Activities	\$ 781	\$ 2,600	\$ (1,819)	\$ 2,600
<b>Total Operating Expenses</b>	<b>\$ 631,304</b>	<b>\$ 700,725</b>	<b>\$ (69,261)</b>	<b>\$ 671,640</b>
<b>Net Profit</b>	<b>\$ (72,053)</b>	<b>\$ (31,895)</b>	<b>\$ (40,348)</b>	<b>\$ (67,336)</b>