## ADELAIDE SHOWGROUND FARMERS' MARKET

COMMITTEE MEETING - 5pm, Wednesday 15 June, 2022
Meeting Room, Heavy Horse Memorial Building

## AGENDA

## 1.Welcome and Apologies

2.New Conflicts of Interest
3. Minutes of the Previous Meeting
4.Action Items
5.Committee Calendar - 2022
6.ASFM Business Report
7.Correspondence - Nil
8.Finance/Risk Report
9. Sub Committee Meeting Reports
9.1 HR Committee - No Meeting
9.2 Risk and Finance Committee
9.2.1 Budget
9.2.2 Stallholder Fees - Leader St 31/7-28/8
9.3 Market Mix Committee - No Meeting
10. Red Flags \& Risk Register
10.1 New Risks
10.1.1 Fruit Fly Outbreak in Riverland
10.1.2 Gas and Electricity impact on Primary producers
10.1.3 Flood Management Plan
11. AOB
11.1 Christmas and New Year markets - decision
12. Close

## NEXT MEETING

Committee Meeting - 20 July 2022

## ADELAIDE SHOWGROUND FARMERS 'MARKET

COMMITTEE MEETING - 5.00pm, Wednesday, 18 May 2022
Meeting held at the Heavy Horse Memorial Building and via Zoom

| Members present |  |  |
| :--- | :--- | :--- |
| Lynne Dickson (LD) | Mem Ericson via Zoom (ME) | Michelle Hocking via Zoom (MH) |
| Gay Wallace via Zoom (GW) | Trish Simpson (TS) |  |
| Apologies |  |  |
| Albert Conterno (AC) |  |  |
|  |  |  |
| Also attended | Christine Robertson (EO) |  |
| Carol McGrane (AFO) |  |  |

## 1. Welcome and Apologies

Deputy Chair, LD opened the meeting at 5.01 pm. Apologies from AC, DW and SDeV. GW flagged as a late arrival. Agenda items requiring a vote were deferred to GW's arrival at 5.12 pm when a quorum was met. The Deputy Chair welcomed new committee member TS.
2. New Conflict of Interest (COI)

None declared.
3. Minutes of Previous Meeting

Minutes of the April meeting were moved by MH and seconded by ME. Accepted.
4. Action Items

EO confirmed receipt of suggested counting system suppliers from AC and that evaluation of suppliers was ongoing.

BH briefly telephones into the meeting at 5.10 pm , due to work constraints
5. Committee Calendar 2022

### 5.1 Specialist Position Recommendation

It was resolved to accept the job description for the specialist provision, subject to the
suggested addition of "retail experience preferable" being added. Moved by MH, seconded by BH. All in favour.

## 6. ASFM Business Report

Bump in/ Bump out schedule for Caravan and Camping and Royal Show accepted. Report accepted.

BH leaves the meeting at 5.15 pm

## 7. Correspondence

Nil

## 8. Finance/Risk Report

## Accepted

## 9. Sub Committee Meeting Reports

### 9.1. HR Committee - No meeting

### 9.2. Risk and Finance Committee - No meeting

### 9.3. Market Mix Committee - No meeting

10. Red Flags \& Risk Register
11. Board Disunity
12. Work-Related Stress
13. Fruit Fly Outbreak
14. Covid Infection - Staff
15. Covid Infection _ Stallholders
16. Stallholder Numbers
17. Carpark Increase from RAH
18. Credit card identity theft from membership sales hub
19. Manual handling
20. Online Membership system fails

A discussion around SA farmers' markets' difficulty in finding primary producers with adequate stock to meet the market's needs was discussed as a significant risk to the market.

A general discussion arose around the positive feedback stallholders and staff members have received about the market, with many new customers noted in recent weeks. It was mentioned that staff work-related stress had considerably improved.
11. AOB
11.1 Customer Survey - (2017 Results Attached in March and April 2022)

A general discussion about carrying out a Customer Survey ensued, including:

- Survey questions helpful to the committee's future direction.
- Reasons why members haven't renewed

ACTION: MCC to issue survey to the committee to establish their requirements for a customer survey
11.2 Purchase of Certified Weights

It was resolved that $\mathbf{\$ 1 2 0 0}$ be spent on certified calibrated weights for quality control in the market. Moved by MH and seconded by ME. Passed.

ACTION: EO to add a gentle reminder around best practice for the weighing of produce to Market Matters.
12. Close
6.06pm meeting closed.

## NEXT MEETING

Committee Meeting - 15 June 2022

## Adelaide Showground Farmers Market Committee Meeting

Action Items May 2022

| AGENDA ITEM | ACTION | STATUS |
| :--- | :--- | :--- |
| July 2021 - Agenda Item 6 | EO to investigate systems for a more accurate market <br> visitor count, considering the multiple entry points and <br> costs. | In Progress |
| January 2022 - Agenda Item 11.2 | EO to look for external facilitator and some suitable dates <br> for Strategic Planning Day. | On Hold |
| April 2022 - Agenda Item 10 | Training in manual handling for staff and volunteers <br> register to be kept | Ongoing |
| May 2022 - Agenda Item 11.1 | MCC to issue survey to the committee to establish their <br> requirements for a customer survey | Ongoing |
| May 2022 - Agenda Item 11.2 | EO to add a gentle reminder around best practice for the <br> weighing of produce to Market Matters. | In Progress |


|  |  | ASFM / Committee Action Items | Election/Terms of Office |
| :---: | :---: | :---: | :---: |
| June | 2022 | Committee meeting 15 June |  |
|  | 2022 | 19/20 budget approval required - Draft |  |
| July | $\begin{aligned} & 2022 \\ & 2022 \\ & 2022 \end{aligned}$ | Committee meeting 20 July <br> Committee to approve AGM and election timeline and documentation Audit Information to be prepared |  |
| August | 2022 | Committee meeting 17 August | 9 Aug - Call for nominations |
|  | 2022 | Approve Financial Report for AGM |  |
|  | 2022 |  |  |
|  | 2022 |  | NB: Notification of AGM that includes any special resolutions to be received by membership 21 days prior to the meeting |
| September | 2022 | Royal Show Closure Sun 4/9 \& 11/9 | 9 Sept - Nominations close |
|  | 2022 | Committee meeting 21 September | 15 Sep - Notification of AGM/Election to members |
|  | 2022 |  | 15 Sep - Online election opens |
|  | 2022 |  | Lynne Dickson's term expires in October |
| October | 2022 | AGM 19 October | 12 Oct - Online election closes |
|  | 2022 |  | Election results announced at AGM |
|  | 2022 |  |  |
| November | 2022 | Committee Meeting 16 November |  |
| December | 2022 | Meeting in December ? |  |

# The Mission of the Market <br> "Create a vibrant market environment to connect customers directly to the best <br> South Australian producers" 

Our Vision for the Market
By the end of 2020 the Adelaide Farmers Market will have 3,500 customers visiting it each week.

## Our Values and Key Message

We value quality South Australian produce and having a connection to those who produce it. Passion for food is part of our DNA, and with honesty and integrity we stay focussed on the Mission of the market. We don't do politics and we stay professional in our interactions with each other. We aim to enjoy ourselves, take the time
to listen to each other's perspectives and create a safe and friendly working environment for everyone working or visiting the market. We value sustainability for both the market and our environment and keep this front of mind in our work.

## Purpose of Report

The purpose of the Monthly Business report is to report on where the ASFM is as a business in order to provide the ASFM Committee with evidence based information to base decisions on. This report is compiled with information and expertise from ALL ASFM team members reporting to the Executive Officer and is current as of end of the reporting month.


## MEMBERSHIP SALES

MEMBERSHIP SALES

MEMBERSHIP NUMBERS 18/19 VS 19/20 VS 20/21 VS 21/22 MEMBERSHIP YEAR


MEMBERSHIP NUMBERS 2012-2022 FINANCIAL 3500 YEAR


## MARKETING/COMMUNICATION

## SOCIAL MEDIA AUDIENCES - MAY 2022

## REACH

Instagram
24.5K ${ }_{\uparrow 24.6 \%}$


## AUDIENCE



Age \& gender
$82.5 \%$ Women $17.5 \%$ Men



Age \& gender
83.5\% Women $\quad 16.5 \%$ Men



EMAIL OPEN RATE


## EMAIL SUBSCRIBERS



## INSTAGRAM FOLLOWERS



FACEBOOK REACH


## OPERATIONS

## MAY SITE FEES



MAY CATERING FEES


MAY SITE FEES/REBATE
45000
40000
35000
30000
25000
20000
15000
10000
5000
0


|  | 1/05/2022 | 8/05/2022 | 15/05/2022 | 22/05/2022 | 29/05/2022 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Attendance | 3509 | 4098 | 2817 | 3426 | 3134 |
| Compared to 2021 | 2/05/2021 | 9/05/2021 | 16/05/2021 | 23/05/2021 | 30/05/2021 |
| Attendance | 2979 | 2404 | 2583 | 2366 | 2704 |
| Notes | Gilles at the Ground, Pregnancy \& Baby Expo | Crystal \& Gem Show | Bowerbird \& Eid <br> Multicultural Festival | Comicon, Gilles, Marian Procession, Country Girls Mgmt | Body, Mind \& Psychic Expo, Young Bird Show |
| Weather | 23 | 19 | 20 | 20 | 18 |
| Number of Sites | 92 | 91 | 91 | 88 | 91 |
| Number of Stallholders | 75 | 72 | 75 | 69 | 75 |
| Number of shared sites | 2 | 1 | 2 | 1 | 2 |
| Caterers onsite | 7 | 7 | 7 | 7 | 7 |



## Average Stall Statistics

| Average stalls for the month | July | August | September | October | November | December | January | February | March | April | May | June | Average YTD v Full Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2021-2022 | 88.75 | 93.3 | 92.1 | 93.2 | 96.6 | ******92 | 81.8 | 81 | 94.5 | 81.75****** | 90.6 |  |  |
| 2020-2021 | 90.75 | 91.4 | 94.37 | 92.75 | 91.3 | ****89.75 | 85.7 | 85.12 | 92.5 | *****84.25 | 93.2 | 91.25 | 90.8 |
| 2019-2020 | 78.3 | 76.4 | 79.1 | 80.25 | 83 | 85.7 | 81.25 | 85.63 | 85.1 | 73.25 | 81.9 | 86.5 | 81.4 |
| 2018-2019 | 83.3 | 78 | 76 | 88.25 | 85.1 | 88.4 | 86 | 93 | 94.3 | ***77.75 | 82.5 | 82.9 | 85.3 |
| 2017-2018 | 85.6 | 86.25 | 81.75 | 96.1 | 102.7 | *98.8 | 98 | 98.25 | 97.75 | **81.2 | 89.4 | 83.12 | 91.9 |
| 2016/2017 | 86.4 | 85.5 | 80.5 | 87 | 96 | 93.5 | 91 | 94.8 | 92.9 | 81.7 | 91.5 | 89.4 | 89.4 |
| 2015/2016 | 87.3 | 90 | 82 | 95.8 | 102.2 | 95.3 | 93.7 | 98.6 | 101 | 94.1 | 91.6 | 88.8 | 93.7 |
| * Dec 2017 figure drops to 88.1 if the Twilight market is included(34.5 stalls attended) |  |  |  |  |  |  | ***April 2019 figure increases to 87 if Easter Sunday market excluded (50 sites included) |  |  |  |  |  |  |
|  |  |  |  |  |  |  | **April 2018 figure increases to 91.5 if Easter Sunday market excluded (40 stalls attended) |  |  |  |  |  |  |
|  |  |  |  |  |  |  | ****Dec 2020 figure increases to 102.8 if Twilight market excluded (45 stalls attended) |  |  |  |  |  |  |
|  |  |  |  |  |  |  | *****April 2021 figure increases to 93.7 if Easter Sunday market excluded (56 stalls attended) |  |  |  |  |  |  |
|  |  |  |  |  |  |  | ****** Dec 2021 figure decreases due to Twilight Market and no Boxing Day |  |  |  |  |  |  |
|  |  |  |  |  |  |  | ******April 2022 increase to 89.66 if Easter excluded (58 Stalls attended) |  |  |  |  |  |  |

## Average Attendance Statistics

| Average attendance for the month | July | August | September | October | November | December | January | February | March | April | May | June | $\begin{aligned} & \hline \text { Average } \\ & \text { YTD v Full } \\ & \text { Year } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2021-2022 | 2449 | 2381 | 2384 | 2536 | 2154 | 2015 | 2119 | 2593 | 2289 | 3215 | 3396 |  |  |
| 2020-2021 | 2384 | 2227 | 2392 | 2116 | 2189 | 1842 | 2154 | 2525 | 2480 | 2446 | 2607 | 2449 | 2318 |
| 2019-2020 | 2539 | 2342 | 2613 | 2929 | 3408 | 2656 | 2884 | 2628 | 3010 | 2354 | 2523 | 2744 | 2719 |
| 2018-2019 | 3059 | 2641 | 2972 | 2918 | 2716 | 2745 | 2589 | 3308 | 2904 | 2908 | 2672 | 2291 | 2810 |
| 2017-2018 | 3068 | 3274 | 3010 | 2992 | 3227 | 2463 | 3647 | 3446 | 2854 | 3037 | 2635 | 3125 | 3043 |

## FOR YOUR INFORMATION

## New Stallholders:

- Opa Alfajores
- Kimchi Club
- Gentleman Jerky
- Lowan Park Produce

Stallholder Finishing Temporarily:

- Harvest the Fleurieu


## Returning stallholders:

- Naranja Orchards
- Taronga Almonds is returning to a weekly stall

Stallholders Finished Permanently:

- Domain Day


## NOTES

## ENTERTAINMENT

We have contracted a young string quartet to play inside the pavilion on a regular basis to increase the vibrancy and improve the atmosphere in the pavilion. This has been extremely well received by customers and stallholders and has lead to an increase in traffic within the pavilion. We will look at expanding on this is coming months.

## DOMAIN DAY

After months of working closely with him to increase customer traffic and sales, Domain Day has decided to discontinue at the market. He was unable to achieve the sales he required to make a profit and sadly blamed the market. It's disappointing as the product was excellent but customers failed to connect with the seller.

## SALAD GREENS AND KITCHEN HERBS

Sadly will have their last day at the market on $3^{\text {rd }}$ July.

Farewell from Salad Greens and Kitchen Herbs
Salad Greens and Kitchen Herbs have been providing the freshest gourmet Salad Mixes, Spinach and Herbs to green grocers, restaurants, supermarkets for almost 30 years. In the previous few years, the sales of potted kitchen herbs, micro herbs and herb mixes have shown strong demand and growth. Unfortunately, at the same time, the production of lettuces and baby spinach has proven increasingly difficult and unprofitable.
This is why earlier this year we made the decision to discontinue the growing of Spinach and Lettuces and shift our focus entirely to growing and processing Herbs and Edible Flowers. This has been a difficult decision as it means that we have to give up trading at the Wayville Farmer's Market.
Trading at the Wayville Farmer's Market for more than 15 years has been an incredibly important part of our operational success - especially in the early years when we struggled to establish the farm operation after relocating to Echunga. Engaging with so many friendly, appreciative and 'greens loving' customers has been a consistently unforgettable and enjoyable experience every Sunday. It was the dearly valued customers, fellow stall holders and market managers that gave us the motivation to continue to grow healthy food year after year.
We are so grateful for all these years of being able to trade in Wayville, however it is now time to focus optimising the growth and supply of our other products to ensure the continued success of our business. From the bottom of our hearts, we thank you for showing endless support and appreciation for what we do.
Judith + Sven Zehle

## FRUIT FLY OUTBREAK RIVERLAND

There are currently 12 Fruit Fly restriction areas in the Riverland that will potentially impact our summer fruit season. We are awaiting information from the stallholders affected.

- Loxton - Queensland fruit fly - 23 December 2022
- Loxton North A - Queensland fruit fly - 23 December 2022
- Loxton North B - Queensland fruit fly - 23 December 2022
- Loxton North C - Queensland fruit fly - 23 December 2022
- Murtho - Queensland fruit fly - 22 December 2022
- Paringa - Queensland fruit fly - 23 December 2022
- Pike River - Queensland fruit fly - 23 December 2022
- Pike River West - Queensland fruit fly - 23 December 2022
- Renmark - Queensland fruit fly - 23 December 2022
- Renmark North - Queensland fruit fly - 23 December 2022
- Renmark West - Queensland fruit fly - 23 December 2022
- Waikerie - Queensland fruit fly - 20 December 2022.


## FLOOD MANAGEMENT PLAN

Recent heavy rains has lead to flooding in a number of areas in the market grounds due to blocked drains. Although the Showground does maintain the drains, it would be wise to devise a 'Flood Plan' for those stallholders in the areas that are continually affected. This is now in the planning stage.

FINANCE

REVENUE/EXPENDITURE MAY


Expenses appear higher in May 2022 however this month included three pay cycles.

TOTAL ASSETS/LIABILITIES MAY


## NOTES

## GRANT

We have been successful in achieving a $\$ 4000$ grant from the Unley Council to cover the cost of a new outdoor demo kitchen like the one currently used by Mt Pleasant market. This amount however will not be spent until July 2022 into the new financial year.

## LEAVE

Finance \& Administration Officer, Carol Mcgrane is taking four weeks annual leave in July/August and heading overseas. We are in the process of planing this time, making sure that all tasks are covered adequately while she is absent.

## STAFF PERFORMANCE REVIEWS

These were scheduled for May but have now been rescheduled for late June given recent staff absence.

## MOTHERS' DAY

Mothers' Day was a huge day for the market with over 4,000 in attendance. Much of this was due to our Mother's Day competition and subsequent promotion. There was excellent uptake by stallholders on the day and donations to our hamper prizes.

## STALLHOLDER FEES - LEADER ST

In 2021, during the relation to Leader St due to the Show build and the caravan and camping show, stallholders were charged the same fee as was charged in 2020 pre covid. A decision needs to be made on the fee to be charged this years relocation. These are for the weeks $31 / 7-28 / 8$ inclusive.

## Balance Sheet

## Adelaide Showground Farmers Market

As at 31 May 2022

|  | 31 MAY 2022 | 31 MAY 2021 | 31 MAY 2020 | 31 MAY 2019 |
| :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |
| Bank |  |  |  |  |
| Adel Show Farmers Market Inc | 45,425.27 | 131,651.97 | 135,494.90 | 107,915.17 |
| Bendigo - Business Account | 499,833.73 | 304,467.85 | 102,295.38 | 90,667.26 |
| Cash Management Account | 15,258.63 | 10,803.35 | 8,490.49 | 4,192.14 |
| Petty Cash | 622.66 | 1,033.90 | 834.65 | 1,120.25 |
| Total Bank | 561,140.29 | 447,957.07 | 247,115.42 | 203,894.82 |
| Current Assets |  |  |  |  |
| Clearing - Cash | 97.95 | 68.15 | 274.90 | 873.45 |
| Clearing - EFT | (0.88) | - | - | (706.26) |
| Inventory | 10,050.29 | 21,012.09 | 11,795.53 | 11,929.13 |
| Money In (Kounta) | (372.00) | (510.00) | $(8,109.50)$ | $(5,067.10)$ |
| Trade Debtors | 10,926.34 | 2,407.44 | 10,032.03 | 843.35 |
| Unrealised gain/loss on investments | - | - | 2,107.66 | 11,787.66 |
| Workcover receivable | 37.95 | - | - |  |
| Total Current Assets | 20,739.65 | 22,977.68 | 16,100.62 | 19,660.23 |
| Fixed Assets |  |  |  |  |
| Computer Equipment | 29,166.14 | 29,166.14 | 60,404.14 | 60,404.14 |
| Computer Equipment Dep | $(22,723.90)$ | $(20,576.49)$ | $(48,952.10)$ | (44,118.03) |
| Fence Amortisation | - | $(3,548.10)$ | $(3,489.93)$ | $(2,780.07)$ |
| Fencing | - | 7,097.00 | 7,097.00 | 7,097.00 |
| Furniture \& Fixtures Accum Dep | $(27,634.25)$ | (24,184.78) | $(30,600.59)$ | (27,015.78) |
| Furniture \& Fixtures at Cost | 48,043.37 | 44,279.73 | 54,187.73 | 54,187.73 |
| Outdoor Seating - Private Funding | 9,277.38 | 9,277.38 | 9,277.38 | - |
| Outdoor Seating - Private Funding Accum Dep | $(3,780.07)$ | $(2,405.74)$ | (708.68) | - |
| Shipping Container | 3,165.00 | 3,165.00 | 3,165.00 | 3,165.00 |
| Shipping Container Dep | $(1,218.31)$ | (901.81) | (585.38) | (268.81) |
| Signs and Banners | 10,040.00 | 20,233.00 | 47,017.00 | 47,017.00 |
| Signs and Banners Dep | $(9,608.48)$ | $(16,513.17)$ | $(41,814.56)$ | $(38,148.15)$ |
| Total Fixed Assets | 34,726.88 | 45,088.16 | 54,997.01 | 59,540.03 |


| Non-current Assets | $(30,696.00)$ | $(20,464.00)$ | $(10,232.00)$ | - |
| :--- | ---: | ---: | ---: | ---: |
| Amortisation on Website Development | $84,036.34$ | $84,036.34$ | $84,036.34$ | $84,036.34$ |
| SPDR 200 Fund ETF Units | $51,160.00$ | $51,160.00$ | $51,160.00$ | $51,160.00$ |
| Website Development | $104,500.34$ | $\mathbf{1 1 4 , 7 3 2 . 3 4}$ | $\mathbf{1 2 4 , 9 6 4 . 3 4}$ | $\mathbf{1 3 5 , 1 9 6 . 3 4}$ |
| Total Non-current Assets |  |  |  |  |
| Total Assets | $\mathbf{7 2 1 , 1 0 7 . 1 6}$ | $\mathbf{6 3 0 , 7 5 5 . 2 5}$ | $\mathbf{4 4 3 , 1 7 7 . 3 9}$ | $\mathbf{4 1 8 , 2 9 1 . 4 2}$ |

## Liabilities

| Current Liabilities |  |  |  |
| :--- | :--- | ---: | :--- |
| ATO Integrated Client Account | - | - | $9,872.00$ |
| GST | $2,891.09$ | $2,740.94$ | $4,808.39$ |


|  | 31 MAY 2022 | $\mathbf{3 1}$ MAY 2021 | 31 MAY 2020 | 31 MAY 2019 |
| :--- | ---: | ---: | ---: | ---: |
| PAYG Withholding Payable |  |  |  |  |
| Rounding | $5,633.53$ | $4,063.53$ | $4,211.53$ | $12,660.53$ |
| Superannuation Payable | $(8.31)$ | $(15.42)$ | $(6.14)$ | $(3.45)$ |
| Till variance (Kounta) | $4,607.29$ | $3,909.03$ | $3,745.84$ | $3,943.49$ |
| Trade Creditors | - | - | - | 719.64 |
| Wages Payable | $41,421.47$ | $23,324.26$ | $16,492.67$ | $5,862.57$ |
| Total Current Liabilities | $(1,379.24)$ | 0.01 | 348.06 | 347.96 |


| Non-current Liabilities |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Prepayments | $(1,078.38)$ | - | - | - |
| Provision for Annual Leave | 36,370.92 | 32,346.81 | 27,967.79 | 13,153.57 |
| Suspense | 1,545.60 | - | - | (50.00) |
| Total Non-current Liabilities | 36,838.14 | 32,346.81 | 27,967.79 | 13,103.57 |
| Total Liabilities | 90,003.97 | 66,369.16 | 67,440.14 | 53,186.86 |
| Net Assets | 631,103.19 | 564,386.09 | 375,737.25 | 365,104.56 |

Equity

| Current Year Earnings | $90,139.38$ | $\mathbf{1 9 6 , 0 6 8 . 4 9}$ | $21,569.60$ | $(44,906.05)$ |
| :--- | ---: | ---: | ---: | ---: |
| Retained Earnings | $540,963.81$ | $368,317.60$ | $354,167.65$ | $410,010.61$ |
| Total Equity | $\mathbf{6 3 1 , 1 0 3 . 1 9}$ | $\mathbf{5 6 4 , 3 8 6 . 0 9}$ | $\mathbf{3 7 5 , 7 3 7 . 2 5}$ | $\mathbf{3 6 5 , 1 0 4 . 5 6}$ |

## Profit and Loss

## Adelaide Showground Farmers Market

For the month ended 31 May 2022

| Account | Apr 2022 | Apr 2021 <br> Budget | May 2022 | May 2021 Budget | YTD 2021/22 | 2021/22 YTD Budget | YTD 2020/21 Actuals | 2021/22 <br> Budget |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Trading Income |  |  |  |  |  |  |  |  |
| Bag Revenue | 500.89 | 416.00 | 749.07 | 416.00 | 4,866.58 | 4,576.00 | 5,088.07 | 5,000.00 |
| Car Park Card Revenue | 822.72 | 1,300.00 | 713.63 | 780.00 | 37,977.01 | 30,420.00 | 28,200.42 | 30,800.00 |
| Catering Rental Income | 5,314.53 | 5,700.00 | 5,188.04 | 5,000.00 | 51,843.12 | 51,600.00 | 52,397.35 | 56,000.00 |
| Donations | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 159.59 | 0.00 |
| Membership Income | 5,988.10 | 7,500.00 | 6,267.43 | 6,600.00 | 199,195.08 | 207,115.00 | 195,183.33 | 211,115.00 |
| Merchandise Sales | 456.46 | 120.00 | 514.18 | 150.00 | 3,127.00 | 900.00 | 903.67 | 1,000.00 |
| Miscellaneous Revenue | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 9.11 | 0.00 |
| Power Fees | 2,420.22 | 2,700.00 | 2,164.83 | 2,300.00 | 24,949.15 | 24,100.00 | 25,189.39 | 27,000.00 |
| Private Funding | 0.00 | 0.00 | 0.00 | 0.00 | 245.44 | 0.00 | 972.62 | 0.00 |
| Site Rent Income | 43,666.02 | 46,100.00 | 37,912.65 | 40,000.00 | 429,404.04 | 412,900.00 | 411,887.95 | 451,900.00 |
| Sponsorship income | 0.00 | 250.00 | 750.00 | 0.00 | 2,250.00 | 2,500.00 | 1,500.00 | 2,500.00 |
| RAHS Subsidy | 0.00 | 0.00 | 0.00 | 0.00 | 8,000.00 | 16,000.00 | 0.00 | 16,000.00 |
| Total Trading Income | 59,168.94 | 64,086.00 | 54,259.83 | 55,246.00 | 761,857.42 | 750,111.00 | 721,491.50 | 801,315.00 |

## Cost of Sales

| COGS - Bags | 288.88 | 312.00 | 465.94 | 312.00 | $2,972.95$ | $3,432.00$ | $3,254.70$ | $3,750.00$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| COGS - Car park costs | $1,850.00$ | $1,200.00$ | 695.45 | 600.00 | $31,131.81$ | $28,145.00$ | $27,442.01$ | $28,500.00$ |
| COGS - Merchandise Costs | 449.10 | 28.00 | 517.85 | 38.00 | $3,407.50$ | 224.00 | 756.30 | 250.00 |
| Freight | 0.00 | 25.00 | 0.00 | 25.00 | 0.00 | 275.00 | 215.44 | 300.00 |
| Membership Costs | 384.15 | 240.00 | 464.85 | 211.00 | $7,168.61$ | $6,627.00$ | $6,486.19$ | $6,755.00$ |
| COGS - Stallholder Rebates | $7,234.23$ | 0.00 | $5,438.75$ | 0.00 | $23,527.53$ | 0.00 | 0.00 | 0.00 |
| Total Cost of Sales | $\mathbf{1 0 , 2 0 6 . 3 6}$ | $\mathbf{1 , 8 0 5 . 0 0}$ | $\mathbf{7 , 5 8 2 . 8 4}$ | $\mathbf{1 , 1 8 6 . 0 0}$ | $\mathbf{6 8 , 2 0 8 . 4 0}$ | $\mathbf{3 8 , 7 0 3 . 0 0}$ | $\mathbf{3 8 , 1 5 4 . 6 4}$ | $\mathbf{3 9 , 5 5 5 . 0 0}$ |
|  |  |  |  |  |  |  |  |  |
| Gross Profit | $\mathbf{4 8 , 9 6 2 . 5 8}$ | $\mathbf{6 2 , 2 8 1 . 0 0}$ | $\mathbf{4 6 , 6 7 6 . 9 9}$ | $\mathbf{5 4 , 0 6 0 . 0 0}$ | $\mathbf{6 9 3 , 6 4 9 . 0 2}$ | $\mathbf{7 1 1 , 4 0 8 . 0 0}$ | $\mathbf{6 8 3 , \mathbf { 3 3 6 . 8 6 }}$ | $\mathbf{7 6 1 , 7 6 0 . 0 0}$ |

## Events

| Event Income |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Event Income - Orphanage Market | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2,700.00 | 0.00 | 2,700.00 |
| Event Income - Covid 19 | 0.00 | 0.00 | 0.00 | 0.00 | 3,000.00 | 0.00 | 0.00 | 0.00 |
| Total Event Income | 0.00 | 0.00 | 0.00 | 0.00 | 3,000.00 | 2,700.00 | 0.00 | 2,700.00 |
| Event Expenses |  |  |  |  |  |  |  |  |
| Event Expenditure - Tasting Australia | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | (225.14) | 0.00 |
| Event Expenditure - Orphanage Market | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | $(6,500.00)$ | 0.00 | $(6,500.00)$ |
| Event expenses - COVID-19 | (205.79) | 0.00 | 0.00 | 0.00 | $(7,722.48)$ | $(3,000.00)$ | $(3,711.35)$ | $(3,000.00)$ |
| Total Event Expenses | (205.79) | 0.00 | 0.00 | 0.00 | $(7,722.48)$ | (9,500.00) | $(3,936.49)$ | $(9,500.00)$ |


| Gross Profit (Loss) on Event | $(205.79)$ | 0.00 | 0.00 | 0.00 | $(4,722.48)$ | $(6,800.00)$ | $(3,936.49)$ | $(6,800.00)$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

## Grant Funding

| Grant Income |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Grant Funding - City of Unley | 0.00 | 0.00 | 4,000.00 | 0.00 | 4,000.00 | 0.00 | 3,420.00 | 0.00 |
| Total Grant Income | 0.00 | 0.00 | 4,000.00 | 0.00 | 4,000.00 | 0.00 | 3,420.00 | 0.00 |
| Grant Expenses |  |  |  |  |  |  |  |  |
| Grant expenditure - City of Unley | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | (2,464.00) | 0.00 |
| Total Grant Expenses | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | $(2,464.00)$ | 0.00 |
| Gross Profit (Loss) on Grant Funding | 0.00 | 0.00 | 4,000.00 | 0.00 | 4,000.00 | 0.00 | 956.00 | 0.00 |


| Other Income | $1,150.55$ | 0.00 | 0.00 | 0.00 | $3,586.37$ | 0.00 | $2,126.49$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Distributions Received | 0.00 | 0.00 | 0.00 | 0.00 | $(24,428.00)$ | 0.00 |  |
| Portfolio Gain / Loss | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | $(3,451.66)$ | 0.00 |
| ATO - Cashflow Boost Payments | $\mathbf{1 , 1 5 0 . 5 5}$ | $\mathbf{0 . 0 0}$ | $\mathbf{0 . 0 0}$ | $\mathbf{0 . 0 0}$ | $\mathbf{( 2 0 , 8 4 1 . 6 3 )}$ | $\mathbf{0 . 0 0}$ | $34,056.00$ |
| Total Other Income |  |  |  | $\mathbf{3 2 , 7 3 0 . 8 3}$ | 0.00 |  |  |

## Operating Expenses

| Accounting |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Accounting and Legal Fees | 0.00 | 400.00 | 0.00 | 400.00 | 6,760.00 | 7,200.00 | 9,090.00 | 8,600.00 |
| Audit Fees | 0.00 | 0.00 | 0.00 | 0.00 | 3,800.00 | 6,000.00 | 2,500.00 | 6,000.00 |
| Total Accounting | 0.00 | 400.00 | 0.00 | 400.00 | 10,560.00 | 13,200.00 | 11,590.00 | 14,600.00 |
| Marketing |  |  |  |  |  |  |  |  |
| Advertising and Marketing - Above line | 4,815.81 | 4,500.00 | 1,240.99 | 4,500.00 | 37,054.43 | 49,500.00 | 18,215.11 | 54,000.00 |
| Advertising and Marketing - Below line | 1,174.64 | 500.00 | 2,359.30 | 500.00 | 6,813.69 | 5,500.00 | 3,888.07 | 6,000.00 |
| Total Marketing | 5,990.45 | 5,000.00 | 3,600.29 | 5,000.00 | 43,868.12 | 55,000.00 | 22,103.18 | 60,000.00 |
| Bank Charges | 296.36 | 506.00 | 291.32 | 350.00 | 7,458.89 | 8,066.00 | 6,983.89 | 8,446.00 |
| Car Park Reimbursement | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 22.73 | 0.00 |
| Cleaning Expense | 78.20 | 0.00 | 0.00 | 0.00 | 78.20 | 800.00 | 0.00 | 800.00 |
| Committee Expenses | 0.00 | 375.00 | 91.50 | 375.00 | 4,865.71 | 4,125.00 | 4,672.72 | 4,500.00 |
| Computer Consultant Fees | 42.50 | 100.00 | 0.00 | 100.00 | 2,152.50 | 1,100.00 | 823.75 | 1,200.00 |
| Dues \& Subscriptions | 849.67 | 150.00 | 321.88 | 220.00 | 3,785.16 | 2,300.00 | 2,222.94 | 3,000.00 |
| Electricity | 0.00 | 1,500.00 | 0.00 | 1,500.00 | 13,857.16 | 16,500.00 | 15,424.53 | 18,000.00 |
| Equipment Expense/Hire | 0.00 | 5.00 | 0.00 | 5.00 | 108.70 | 55.00 | 55.00 | 60.00 |
| Insurance | 539.22 | 0.00 | 539.22 | 0.00 | 5,860.37 | 0.00 | 5,618.09 | 8,300.00 |
| IT Upgrade Expense | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 414.18 | 0.00 |
| Kids Club Activity Programme | 1,647.14 | 500.00 | 327.27 | 500.00 | 3,908.40 | 5,500.00 | 902.48 | 6,000.00 |
| Kitchen Supplies | 0.00 | 333.00 | 0.00 | 333.00 | 34.58 | 3,663.00 | 97.26 | 4,000.00 |
| Maintenance | 732.50 | 2,000.00 | 0.00 | 450.00 | 4,586.36 | 10,785.00 | 12,439.39 | 11,500.00 |
| Membership Card Purchase | 0.00 | 0.00 | 0.00 | 0.00 | 609.10 | 400.00 | 354.55 | 400.00 |
| Minor Equipment | 0.00 | 185.00 | 93.64 | 185.00 | 670.05 | 2,035.00 | 377.99 | 2,220.00 |
| Money Out (Kounta) | 0.00 | 0.00 | 30.00 | 0.00 | 372.00 | 0.00 | 516.00 | 0.00 |
| Office Supplies | 251.94 | 200.00 | 219.69 | 200.00 | 2,331.87 | 2,200.00 | 1,979.00 | 2,400.00 |
| Other Consulting Fees | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 300.00 | 0.00 | 300.00 |


| Postage \& Shipping | 100.00 | 20.00 | 0.00 | 20.00 | 100.00 | 260.00 | 190.91 | 260.00 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Private funding expenses | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 500.00 | 0.00 |
| Realised Currency Gains | 1.63 | 0.00 | 1.86 | 0.00 | 49.54 | 0.00 | 19.87 | 0.00 |
| Recruitment Expenses | 0.00 | 0.00 | 0.00 | 0.00 | 570.00 | 1,600.00 | 0.00 | 1,600.00 |
| Site Attendant's Fee | 1,440.00 | 1,600.00 | 1,800.00 | 1,800.00 | 16,080.00 | 15,040.00 | 13,840.00 | 17,000.00 |
| Site Consumables | 82.64 | 130.00 | 159.86 | 600.00 | 969.61 | 1,170.00 | 873.00 | 1,200.00 |
| Site Equipment Hire | 1,112.78 | 600.00 | 967.64 | 900.00 | 12,535.79 | 17,600.00 | 5,949.20 | 18,600.00 |
| Site Licence Fees Rent | 14,350.00 | 14,250.00 | 14,350.00 | 14,250.00 | 170,100.00 | 156,750.00 | 119,000.00 | 171,000.00 |
| Software Licence Fees | 385.45 | 600.00 | 385.45 | 550.00 | 4,334.39 | 5,300.00 | 4,648.06 | 5,800.00 |
| Staff Amenities | 28.14 | 106.00 | 32.14 | 106.00 | 388.24 | 1,166.00 | 876.66 | 1,280.00 |
| Staff Training | 468.18 | 0.00 | 0.00 | 0.00 | 513.63 | 3,000.00 | 442.15 | 3,000.00 |
| Sundry Expenditure | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 90.00 | 0.00 |
| Superannuation | 1,825.04 | 2,321.00 | 2,782.25 | 2,950.00 | 21,423.13 | 27,320.00 | 22,472.50 | 29,600.00 |
| Telephone | 258.99 | 475.00 | 203.90 | 475.00 | 4,350.94 | 5,225.00 | 4,061.12 | 5,700.00 |
| Travel \& Entertainment | 0.00 | 100.00 | 0.00 | 100.00 | 258.57 | 1,100.00 | 380.62 | 1,200.00 |
| Uniforms | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,800.00 | 0.00 | 1,800.00 |
| Volunteer Expenses | 152.97 | 416.00 | 135.00 | 416.00 | 2,090.58 | 4,576.00 | 1,717.10 | 5,000.00 |
| Wages \& Salaries | 19,856.41 | 23,198.00 | 28,096.13 | 29,591.00 | 228,332.82 | 273,232.00 | 242,642.83 | 296,000.00 |
| Workcover Levy | 218.50 | 232.00 | 218.50 | 295.00 | 1,710.05 | 2,728.00 | 1,838.85 | 2,960.00 |
| Waste Management | 318.16 | 500.00 | 37.66 | 500.00 | 4,530.76 | 5,500.00 | 0.00 | 6,000.00 |
| Car Park Subsidy | 0.00 | 1,000.00 | 0.00 | 1,000.00 | 0.00 | 11,000.00 | 0.00 | 12,000.00 |
| Total Operating Expenses | 51,026.87 | 56,802.00 | 54,685.20 | 63,171.00 | 573,445.22 | 660,396.00 | 506,140.55 | 725,726.00 |
| Net Profit | (913.74) | 5,479.00 | (8,008.21) | (9,111.00) | 99,362.17 | 51,012.00 | 209,927.14 | 36,034.00 |


|  | 2022 Financial Year Cash Flow Adelaide Showground Farmers Market July 2021 to June 2022 |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Account | Actual Jul-2021 | Actual <br> Aug-2021 | Actual <br> Sep-2021 | Actual <br> Oct-2021 | Actual <br> Nov-2021 | Actual Dec-2021 | Actual <br> Jan-2022 | Actual <br> Feb-2022 | Actual <br> Mar-2022 | Actual <br> Apr-2022 | Actual <br> May-2022 | Budget <br> May-2022 | Budget <br> Jun-2022 |
| Income |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Bag Revenue | \$523.35 | \$432.12 | \$230.48 | \$414.72 | \$310.49 | \$265.69 | \$323.94 | \$489.63 | \$554.54 | \$525.26 | \$731.80 | \$416.00 | \$424.00 |
| Car Park Card Revenue | \$240.47 | \$213.65 | \$114.28 | \$2,745.29 | \$7,077.30 | \$8,045.03 | \$15,727.43 | \$1,359.36 | \$1,108.28 | \$889.67 | \$677.27 | \$780.00 | \$380.00 |
| Catering Rental Income | \$4,654.49 | \$3,077.47 | \$5,086.99 | \$4,805.29 | \$4,048.39 | \$2,127.45 | \$6,768.41 | \$4,379.55 | \$5,979.61 | \$1,733.68 | \$8,329.06 | \$5,000.00 | \$4,400.00 |
| Membership Income | \$2,942.57 | \$3,442.19 | \$1,358.45 | \$11,873.32 | \$30,465.37 | \$27,696.78 | \$88,370.72 | \$15,735.59 | \$7,153.38 | \$6,456.60 | \$6,193.83 | \$6,600.00 | \$4,000.00 |
| Merchandise Sales | \$16.55 | \$0.00 | \$19.31 | \$32.77 | \$4.55 | \$70.08 | \$116.35 | \$25.45 | \$8.27 | \$592.85 | \$105.09 | \$150.00 | \$100.00 |
| Power Fees | \$2,518.86 | \$1,994.90 | \$2,426.61 | \$2,251.09 | \$2,092.39 | \$1,405.86 | \$2,909.90 | \$2,234.99 | \$2,434.47 | \$1,178.21 | \$3,282.68 | \$2,300.00 | \$2,900.00 |
| Site Rent Income | \$38,370.41 | \$28,973.76 | \$40,377.60 | \$41,292.91 | \$37,513.25 | \$33,164.67 | \$41,757.67 | \$43,083.69 | \$29,155.92 | \$31,260.41 | \$49,503.24 | \$40,000.00 | \$39,000.00 |
| Sponsorship income | \$0.00 | \$0.00 | \$750.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$750.00 | \$0.00 | \$0.00 | \$750.00 | \$0.00 | \$0.00 |
| Event Income - Covid 19 | \$0.00 | \$3,000.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| RAHS Subsidy | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$8,000.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Total Income | \$49,266.70 | \$41,134.09 | \$50,363.72 | \$63,415.39 | \$89,511.74 | \$72,775.56 | \$155,974.42 | \$68,058.26 | \$46,394.47 | \$42,636.68 | \$69,572.97 | \$55,246.00 | \$51,204.00 |
| Less Cost of Sales |  |  |  |  |  |  |  |  |  |  |  |  |  |
| COGS - Bags | \$312.84 | \$433.06 | \$184.83 | \$272.33 | \$128.83 | \$227.78 | \$178.38 | \$374.29 | \$305.99 | \$288.88 | \$465.94 | \$312.00 | \$318.00 |
| COGS - Car park costs | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,386.36 | \$0.00 | \$5,720.00 | \$8,195.00 | \$16,005.00 | \$0.00 | \$2,545.45 | \$600.00 | \$355.00 |
| COGS - Merchandise Costs | \$0.00 | \$0.00 | \$141.95 | \$187.85 | \$352.85 | \$297.85 | \$357.50 | \$531.10 | \$371.25 | \$449.10 | \$517.85 | \$38.00 | \$26.00 |
| COGS - Stallholder Rebates | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$4,334.31 | \$7,551.17 | \$0.00 | \$0.00 |
| Freight | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$25.00 | \$25.00 |
| Membership Costs | \$238.35 | \$1,233.70 | \$136.05 | \$404.55 | \$543.15 | \$810.15 | \$1,903.65 | \$752.71 | \$297.30 | \$384.15 | \$464.85 | \$211.00 | \$128.00 |
| Iotal Cost of Sales | \$551.19 | \$1,666.76 | \$462.83 | \$864.73 | \$2,411.19 | \$1,335.78 | \$8,159.53 | \$9,853.10 | \$16,979.54 | \$5,456.44 | \$11,545.26 | \$1,186.00 | \$852.00 |
| Gross Profit | \$48,715.51 | \$39,467.33 | \$49,900.89 | \$62,550.66 | \$87,100.55 | \$71,439.78 | \$147,814.89 | \$58,205.16 | \$29,414.93 | \$37,180.24 | \$58,027.71 | \$54,060.00 | \$50,352.00 |
| Other Income |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Clearing - Cash | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$2.96 | \$0.00 | \$6.87 | \$8.46 | \$8.18 | \$11.37 | \$6.10 | \$0.00 | \$0.00 |
| Clearing - EFT | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.88 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Distributions Received | \$0.00 | \$0.00 | \$0.00 | \$1,690.58 | \$0.00 | \$0.00 | \$745.24 | \$0.00 | \$0.00 | \$1,150.55 | \$0.00 | \$0.00 | \$0.00 |
| Money In (Kounta) | \$80.00 | \$50.00 | \$40.00 | \$40.00 | \$22.00 | \$110.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$30.00 | \$0.00 | \$0.00 |
| Trade debtors | \$0.00 | \$20.00 | \$53.00 | -\$53.00 | \$0.00 | \$113.00 | \$0.00 | \$0.00 | \$5.50 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Total Other Income | \$80.00 | \$70.00 | \$93.00 | \$1,677.58 | \$24.96 | \$223.00 | \$752.99 | \$8.46 | \$13.68 | \$1,161.92 | \$36.10 | \$0.00 | \$0.00 |
| Less Operating Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Accounting and Legal Fees | \$1,350.00 | \$0.00 | \$200.00 | \$0.00 | \$2,350.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,300.00 | \$0.00 | \$400.00 | \$1,400.00 |
| Advertising and Marketing - Above line | \$550.77 | \$758.56 | \$3,785.79 | \$2,740.67 | \$2,896.12 | \$7,349.67 | \$1,712.26 | \$951.47 | \$264.93 | \$10,451.17 | \$1,330.45 | \$4,500.00 | \$4,500.00 |
| Advertising and Marketing - Below line | \$363.94 | \$194.17 | \$362.51 | \$275.08 | \$157.75 | \$318.71 | \$12.73 | \$197.15 | \$1,144.19 | \$434.62 | \$1,069.78 | \$500.00 | \$500.00 |
| Audit fees | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$3,800.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Bank Charges | \$270.84 | \$247.96 | \$236.96 | \$220.91 | \$593.59 | \$1,060.06 | \$917.92 | \$2,899.08 | \$487.33 | \$296.36 | \$291.32 | \$350.00 | \$380.00 |
| Car Park Subsidy | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,000.00 | \$1,000.00 |
| Cleaning Expense | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$78.20 | \$0.00 | \$0.00 |
| Clearing - Cash | \$0.00 | \$0.00 | \$0.00 | \$5.36 | \$0.00 | \$103.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Committee Expenses | \$0.00 | \$266.94 | \$0.00 | \$2,108.26 | \$1,890.80 | \$295.94 | \$0.00 | \$127.00 | \$0.00 | \$96.82 | \$91.50 | \$375.00 | \$375.00 |
| Computer Consultant Fees | \$317.50 | \$425.00 | \$170.00 | \$0.00 | \$255.00 | \$0.00 | \$340.00 | \$510.00 | \$170.00 | \$0.00 | \$42.50 | \$100.00 | \$100.00 |
| Dues \& Subscriptions | \$194.10 | \$340.00 | \$400.99 | \$257.34 | \$227.33 | \$632.35 | \$250.54 | \$270.86 | \$200.56 | \$199.67 | \$971.88 | \$220.00 | \$700.00 |
| Electricity | \$1,402.23 | \$2,804.46 | \$1,402.23 | \$0.00 | \$1,402.23 | \$1,402.23 | \$1,402.23 | \$1,402.23 | \$1,402.23 | \$1,402.23 | \$1,402.23 | \$1,500.00 | \$1,500.00 |
| Equipment Expense/Hire | \$5.00 | \$5.00 | \$5.00 | \$1,615.00 | \$68.70 | \$5.00 | \$5.00 | \$5.00 | \$5.00 | \$5.00 | \$0.00 | \$5.00 | \$5.00 |
| Event expenses - COVID-19 | \$762.80 | \$823.14 | \$0.00 | \$21.71 | \$0.00 | \$0.00 | \$2,204.88 | \$1,234.71 | \$1,440.51 | \$1,028.94 | \$411.58 | \$0.00 | \$0.00 |
| Insurance | \$6,470.58 | \$0.00 | \$539.22 | \$539.22 | \$539.22 | \$539.22 | \$539.22 | \$539.22 | \$539.22 | \$539.22 | \$539.22 | \$0.00 | \$8,300.00 |
| Inventory | -\$574.83 | -\$958.03 | \$145.35 | \$6,065.84 | -\$1,203.47 | \$2,445.58 | -\$1,758.40 | -\$2,228.71 | -\$183.42 | -\$1,122.13 | -\$1,448.64 | \$0.00 | \$0.00 |
| Kids Club Activity Programme | \$345.91 | \$0.00 | \$348.02 | \$871.82 | \$242.59 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,623.68 | \$350.73 | \$500.00 | \$500.00 |


| Kitchen Supplies | \$34.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$333.00 | \$337.00 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Maintenance | \$35.00 | \$838.04 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$181.82 | \$0.00 | \$2,834.00 | \$732.50 | \$0.23 | \$450.00 | \$715.00 |
| Membership Card Purchase | \$0.00 | \$0.00 | \$0.00 | \$543.65 | \$0.00 | \$0.00 | \$65.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Minor Equipment | \$173.14 | \$56.36 | \$50.36 | \$376.91 | \$140.91 | \$0.00 | \$0.00 | \$0.00 | \$53.64 | \$0.00 | \$93.64 | \$185.00 | \$185.00 |
| Money Out (Kounta) | \$80.00 | \$50.00 | \$0.00 | \$80.16 | \$0.00 | \$131.77 | \$0.00 | \$0.00 | -\$20.00 | \$19.29 | \$0.00 | \$0.00 | \$0.00 |
| Office Supplies | \$244.82 | \$118.83 | \$196.13 | \$378.99 | \$95.00 | \$386.74 | \$281.59 | \$123.46 | \$147.56 | \$220.44 | \$240.86 | \$200.00 | \$200.00 |
| Postage \& Shipping | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$100.00 | \$0.00 | \$20.00 | \$0.00 |
| PAYG Withholding Payable | -\$3,346.00 | \$4,454.00 | -\$2,440.00 | \$4,378.00 | -\$5,342.00 | \$6,602.00 | -\$3,760.00 | -\$1,894.01 | \$5,294.01 | -\$3,910.00 | -\$720.79 | \$0.00 | \$0.00 |
| Recruitment Expenses | \$0.00 | \$570.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Rounding | \$0.15 | -\$0.05 | \$0.00 | \$0.00 | \$0.68 | \$3.63 | \$0.00 | \$0.80 | \$0.00 | \$2.65 | \$0.20 | \$0.00 | \$0.00 |
| Site Attendant's Fee | \$960.00 | \$1,920.00 | \$1,600.00 | \$1,280.00 | \$320.00 | \$1,600.00 | \$2,240.00 | \$1,360.00 | \$1,800.00 | \$1,080.00 | \$1,080.00 | \$1,800.00 | \$1,960.00 |
| Site Consumables | \$29.02 | \$317.00 | \$147.02 | \$156.97 | \$0.00 | \$53.54 | \$123.24 | \$25.97 | \$0.00 | \$82.64 | \$159.86 | \$600.00 | \$30.00 |
| Site Equipment Hire | \$1,290.04 | \$1,219.48 | \$885.55 | \$1,180.20 | \$472.08 | \$1,363.89 | \$1,625.04 | \$967.63 | \$967.64 | \$967.64 | \$870.87 | \$900.00 | \$1,000.00 |
| Site Licence Fees Rent | \$14,000.00 | \$14,000.00 | \$14,000.00 | \$14,000.00 | \$14,000.00 | \$14,000.00 | \$14,350.00 | \$14,350.00 | \$14,350.00 | \$7,272.73 | \$14,350.00 | \$14,250.00 | \$14,250.00 |
| Software Licence Fees | \$145.45 | \$145.45 | \$489.99 | \$385.45 | \$386.80 | \$457.14 | \$646.44 | \$521.32 | \$385.45 | \$385.45 | \$385.45 | \$550.00 | \$500.00 |
| Staff Amenities | \$18.65 | \$86.00 | -\$1.48 | \$56.83 | \$24.06 | \$28.29 | \$18.54 | \$58.69 | \$38.38 | \$28.14 | \$13.00 | \$106.00 | \$114.00 |
| Staff Training | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$45.45 | \$468.18 | \$0.00 | \$0.00 | \$0.00 |
| Superannuation | \$1,791.54 | \$1,859.35 | \$1,312.96 | \$1,375.02 | \$2,935.64 | \$1,840.26 | \$1,812.60 | \$1,911.02 | \$1,977.45 | \$1,825.04 | \$2,782.25 | \$2,950.00 | \$2,280.00 |
| Superannuation Payable | \$4,844.02 | -\$1,859.35 | -\$1,312.96 | \$3,588.83 | -\$2,935.64 | -\$1,840.26 | \$4,338.32 | -\$1,911.02 | -\$1,977.45 | \$3,876.03 | -\$2,782.25 | \$0.00 | \$0.00 |
| Telephone | \$525.44 | \$531.90 | \$213.54 | \$337.23 | \$371.99 | \$558.24 | \$377.75 | \$375.13 | \$374.13 | \$481.69 | \$90.90 | \$475.00 | \$475.00 |
| Travel \& Entertainment | \$0.00 | \$80.41 | \$0.00 | \$110.21 | \$46.13 | \$0.00 | \$0.00 | \$7.27 | \$14.55 | \$0.00 | \$0.00 | \$100.00 | \$100.00 |
| Volunteer Expenses | \$217.90 | \$329.23 | \$72.33 | \$312.67 | \$99.77 | \$292.03 | \$187.94 | \$118.78 | \$129.23 | \$167.40 | \$98.50 | \$416.00 | \$424.00 |
| Wages \& Salaries | \$18,544.34 | \$28,306.88 | \$13,854.02 | \$13,984.73 | \$29,591.20 | \$19,067.10 | \$19,484.00 | \$19,344.70 | \$20,204.46 | \$19,856.41 | \$28,096.13 | \$29,591.00 | \$22,768.00 |
| Wages \& Salaries - Annual Leave Movement | \$884.54 | -\$7,815.45 | \$1,071.56 | \$835.91 | -\$2,069.27 | \$1,921.19 | \$1,807.55 | \$903.88 | \$903.88 | \$779.88 | \$2,031.99 | \$0.00 | \$0.00 |
| Wages Payable | \$0.00 | \$0.01 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | -\$0.02 | \$0.00 | -\$0.94 | -\$1.00 | \$235.65 | \$0.00 | \$0.00 |
| Waste Management | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$36.19 | \$2,703.29 | \$0.00 | \$501.45 | \$508.31 | \$528.88 | \$500.00 | \$500.00 |
| Workcover Levy | -\$37.95 | \$0.00 | \$0.00 | \$218.50 | \$218.50 | \$218.50 | \$218.50 | \$218.50 | \$218.50 | \$218.50 | \$218.50 | \$295.00 | \$232.00 |
| Total Operating Expenses | \$51,893.52 | \$50,115.29 | \$37,735.09 | \$58,301.47 | \$51,575.71 | \$60,872.21 | \$52,328.43 | \$42,390.13 | \$53,711.94 | \$51,417.50 | \$52,904.62 | \$63,171.00 | \$65,330.00 |
| Total Expenses | \$51,893.52 | \$50,115.29 | \$37,735.09 | \$58,301.47 | \$51,575.71 | \$60,872.21 | \$52,328.43 | \$42,390.13 | \$53,711.94 | \$51,417.50 | \$52,904.62 | \$63,171.00 | \$65,330.00 |
| Net Operating Surplus (Deficit) | -\$3,098.01 | -\$10,577.96 | \$12,258.80 | \$5,926.77 | \$35,549.80 | \$10,790.57 | \$96,239.45 | \$15,823.49 | -\$24,283.33 | -\$13,075.34 | \$5,159.19 | - $\$ 9,111.00$ | -\$14,978.00 |
| Plus Non Operating Movements |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Furniture \& Fixtures at Cost | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | -\$3,763.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Prepayments | \$0.00 | \$0.00 | \$539.22 | \$539.22 | \$539.22 | \$539.22 | \$539.22 | \$539.22 | \$539.22 | \$539.22 | \$539.22 | \$0.00 | \$0.00 |
| Provision for Annual Leave | \$884.54 | -\$7,815.45 | \$1,071.56 | \$835.91 | -\$2,069.27 | \$1,921.19 | \$1,807.55 | \$903.88 | \$903.88 | \$779.88 | \$2,031.99 | \$0.00 | \$0.00 |
| Suspense | \$0.00 | \$0.00 | \$0.00 | -\$41.05 | -\$46.50 | -\$804.55 | \$0.00 | \$1,183.00 | -\$28.40 | -\$54.70 | \$1,545.60 | \$0.00 | \$0.00 |
| Total Non Operating Movements | \$884.54 | -\$7,815.45 | \$1,610.78 | \$1,334.08 | -\$1,576.55 | \$1,655.86 | -\$1,416.87 | \$2,626.10 | \$1,414.70 | \$1,264.40 | \$4,116.81 | \$0.00 | \$0.00 |
| GST Movements |  |  |  |  |  |  |  |  |  |  |  |  |  |
| GST Inputs | -\$2,909.94 | -\$9,256.14 | -\$2,552.18 | -\$3,344.37 | -\$2,945.35 | -\$9,784.99 | -\$3,703.39 | \$7,045.89 | \$5,216.00 | \$4,414.41 | \$6,604.61 | -\$3,105.00 | -\$4,033.00 |
| GST Outputs | \$5,050.02 | \$4,141.82 | \$5,240.38 | \$6,452.59 | \$9,034.44 | \$7,770.46 | \$16,149.49 | -\$9,311.80 | -\$9,753.44 | -\$2,955.62 | -\$6,481.63 | \$5,524.60 | \$5,120.40 |
| Net GST Movements | \$2,140.08 | -\$5,114.32 | \$2,688.20 | \$3,108.22 | \$6,089.09 | - \$2,014.53 | \$12,446.10 | -\$2,265.91 | -\$4,537.44 | \$1,458.79 | \$122.98 | \$2,419.60 | \$1,087.40 |
| Foreign Currency Gains and Losses |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Realised Currency Gains | \$0.00 | -\$0.03 | \$0.00 | \$0.00 | \$0.00 | -\$1.61 | -\$36.14 | -\$1.76 | -\$1.86 | -\$1.63 | -\$1.86 | \$0.00 | \$0.00 |
| Total Foreign Currency Gains and Losses | \$0.00 | -\$0.03 | \$0.00 | \$0.00 | \$0.00 | -\$1.61 | -\$36.14 | -\$1.76 | -\$1.86 | -\$1.63 | -\$1.86 | \$0.00 | \$0.00 |
| Summary |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Opening Balance | \$422,111.73 | \$421,795.34 | \$398,479.98 | \$417,132.70 | \$427,239.67 | \$468,015.86 | \$478,325.05 | \$584,931.14 | \$597,055.11 | \$569,802.43 | \$551,675.75 | \$551,675.75 | \$561,273.29 |
| Opening Balance Adjustment | -\$243.00 | \$192.40 | \$2,114.99 | -\$262.10 | \$713.85 | -\$121.10 | -\$626.45 | -\$4,057.95 | \$155.25 | -\$7,772.90 | \$200.42 | \$200.42 | \$0.00 |
| Plus Net Cash Movement | -\$73.39 | -\$23,507.76 | \$16,537.73 | \$10,369.07 | \$40,062.34 | \$10,430.29 | \$107,232.54 | \$16,181.92 | -\$27,407.93 | -\$10,353.78 | \$9,397.12 | -\$6,691.40 | -\$13,890.60 |
| Closing Balance | \$421,795.34 | \$398,479.98 | \$417.132.70 | \$427,239.67 | \$468,015.86 | \$478,325.05 | \$584,931.14 | \$597,055.11 | \$ 569,802.43 | \$ 551,675.75 | \$561,273.29 | \$545,184.77 | \$547,382.69 |

