

## 2023/24 Draft ASFM Budget

Account	2022 Actual	2022/23 Budget	2023 EOY Estimated	2023/24 Budget	Account	Notes
Draft Budget						
Bag Revenue	5,386.46	5,000.00	5,700.00	8,200.00	Bag Revenue	Have based on this years sales with an increase to \$10 per bag (This is based on a quick survey of recent purchasers of bags)
Car Park Card Revenue	38,947.89	30,800.00	47,300.00	0.00	Car Park Card Revenue	Sale is predicted to be direct with RAHS
Catering Rental Income	57,125.97	58,000.00	54,000.00	65,000.00	Catering Rental Income	Increase due to addition of new caterers
Grant Income	2,727.27	0.00	0.00	0.00		
Membership Income	204,436.89	210,000.00	215,000.00	224,200.00		Realistic expectations with increase of \$3 per membership
Merchandise Sales	3,202.01	2,500.00	6,200.00	6,000.00	Merchandise Sales	
Miscellaneous Revenue	0.00	0.00	0.00	0.00	Miscellaneous Revenue	Nil expected
Power Fees	27,623.26	25,000.00	21,500.00	27,896.00	Power Fees	Increase with additional stallholders and caterers plus a \$1 increase per week
Private Funding	0.00	0.00	0.00	0.00	Private Funding	
RAHS Kickback Income	8,000.00	16,000.00	16,000.00		RAHS Kickback Income	
Site Rent Income	472,291.56	420,000.00	420,000.00	445,000.00	Site Rent Income	to 3500 in 2022/23 and the money being spent on capital infrastructure an increase from \$96/w to \$102/ week (outside) and \$106/w increase \$113/w (inside) is justified for consideration
Sponsorship income	2,250.00	2,500.00	3,000.00	2,500.00	Sponsorship income	Subject to Hood Sweeney continuing
<b>Income</b>	<b>821,991.31</b>	<b>769,800.00</b>	<b>788,700.00</b>	<b>778,796.00</b>		
COGS - Bags	4,325.69	3,750.00	3,477.00	5,002.00	COGS - Bags	As a direct % of sales 61%
COGS - Car park costs	32,499.99	28,500.00	40,000.00	0.00	COGS - Car park costs	Sale are predicted to be direct with RAHS
COGS - Merchandise Costs	3,723.75	2,500.00	6,200.00	6,000.00	COGS - Merchandise Costs	These are worked out on percentage of sales based on current COGS
Freight	0.00	0.00	0.00	0.00	Freight	
Membership Costs	7,618.16	6,720.00	11,000.00	11,434.20	Membership Costs	These are worked out on percentage (5.1%) of sales, based on bag for new members and none for renewals, increase in percentage as more new members
Stallholder Rebates	24,118.02			0.00		
<b>COGS</b>	<b>72,285.61</b>	<b>41,470.00</b>	<b>60,677.00</b>	<b>22,436.20</b>		
<b>Gross Profit</b>	<b>749,705.70</b>	<b>728,330.00</b>	<b>728,023.00</b>	<b>756,359.80</b>	<b>Gross Profit</b>	
<b>Event Income</b>						
Event Income - Tasting Australia	0.00	0.00	0.00	0.00	Event Income - Tasting Australia	
Event Income - Orphanage Market	0.00	2,700.00	11,617.97	16,000.00	Event Income - Orphanage Market	Stallholder Fees plus \$4K sponsorship plus BBQ
Event Income - Sundry Events	0.00	0.00	0.00	0.00	Event Income - Sundry Events	
<b>Total Event Income</b>	<b>0.00</b>	<b>2,700.00</b>	<b>11,617.97</b>	<b>16,000.00</b>	<b>Total Event Income</b>	
<b>Event Expenses</b>						
Event Expenditure - Tasting Australia	0.00	0.00	0.00	0.00	Event Expenditure - Tasting Australia	
Event Expenditure - Orphanage Market	1,581.82	6,500.00	6,757.25	16,000.00	Event Expenditure - Orphanage Market	
Event Expenditure - Sundry Events	0.00	0.00		0.00	Event Expenditure - Sundry Events	
Event expenses - COVID-19	10,832.14	3,000.00	2,964.44		Event expenses - COVID-19	
<b>Total Event Expenses</b>	<b>12,413.96</b>	<b>9,500.00</b>	<b>9,721.69</b>	<b>16,000.00</b>	<b>Total Event Expenses</b>	
<b>Gross Profit (Loss) on Event</b>	<b>(12,413.96)</b>	<b>(6,800.00)</b>	<b>1,896.28</b>	<b>0.00</b>	<b>Gross Profit (Loss) on Event</b>	

Distributions Received	6,690.60	0.00		0.00	Distributions Received	
Interest Income	1.40	0.00	0.00	0.00	Interest Income	
Other Income	0.00	0.00	0.00	0.00	Other Income	
Portfolio Gain / Loss	(13,328.34)	0.00	(11,099.66)	(11,000.00)	Portfolio Gain / Loss	
ATO - Cashflow Boost Payments		0	0	0	ATO - Cashflow Boost Payments	Unlikely
<b>Total</b>	<b>(6,636.34)</b>	<b>0.00</b>	<b>(11,099.66)</b>	<b>(11,000.00)</b>		
Accounting and Legal Fees	9,510.00	9,000.00	10,500.00	9,500.00	Accounting and Legal Fees	Suggest thatw e go out to tender on this to gain a more afforable service, need to consider the offset of the \$2.5K sponsorship
Audit Fees	2,500.00	6,400.00	6,800.00	6,800.00		
Advertising and Marketing	61,148.00	60,000.00	60,000.00	60,000.00	Advertising and Marketing	
Above line Marketing						
Below line Marketing						
Art Work and Design	0.00	0.00	0.00	0.00	Art Work and Design	
Bad Debts Written Off	0.00	0.00	0.00	0.00	Bad Debts Written Off	
Bank Charges	7,897.08	8,500.00	8,200.00	8,500.00	Bank Charges	
Cleaning Expense	7,897.08	800.00	0.00		Cleaning Expense	
Committee Expenses	78.20	5,000.00	5,399.53	5,000.00	Committee Expenses	Includes AGM costs and stallholder parties
Computer Consultant Fees	5,088.71	1,200.00	4,311.25	4,000.00	Computer Consultant Fees	
Computer Supplies	2,322.50	0.00	89.20	0.00	Computer Supplies	One small fee charge in middle of year as a standby
Dues & Subscriptions	4,577.53	4,000.00	4,555.00	4,600.00	Dues & Subscriptions	Based on last year
Electricity	18,063.84	22,000.00	18,000.00	20,000.00	Electricity	Based on last year with expected increase passed on by RAH
Entertainment	0	11,000.00	5200	6,000.00		With more seating areas and shade this will be an important spend
Equipment Expense/Hire	108.70	150.00	150		Equipment Expense/Hire	
Insurance	6,399.59	8,000.00	7,541.86	9,000.00	Insurance	considerable increase in turnover will result in a higher liability cover plus increase due to CPI
Kids Club Activity Programme	4,254.37	6,000.00	5,800.00	6,000.00	Kids Club Activity Programme	\$80/week plus additional for school holiday periods
Kitchen Demo Program	34.58	4,000.00	519.46	4,000.00	Kitchen Demo Program	\$80/week * 50wks
Maintenance	4,856.36	6,500.00	3,448.36	4,000.00	Maintenance	Electrical maintenance ie tag and test and general maintenance and service of coolroom
Membership Card Purchase	609.10	0.00		0.00	Membership Card Purchase	
Minor Equipment	1,888.51	1,500.00	685.85	1,000.00	Minor Equipment	Small equipment as required to deliver operations
Motor Vehicle Expenses			1,515.54			
Office Supplies	2,450.23	2,500.00	2,500.00	2,500.00	Office Supplies	Based on last year
Other Consulting Fees	1,000.00	0.00	0.00	0.00	Other Consulting Fees	
Postage & Shipping	100.00	150.00	210.00	230.00	Postage & Shipping	Cost of PO Box
Private funding expenses		0.00	0.00	0.00	Private funding expenses	
Recruitment Expenses	570.00	1,600.00	640.00	1,000.00	Recruitment Expenses	
Security	0.00		3,655.36			
Site Attendant's Fee	17,520.00	18,000.00	14,000.00	15,000.00	Site Attendant's Fee	232*52+increase
Site Consumables	969.61	1,200.00	500.00	600.00	Site Consumables	
Site Equipment Hire	13,745.34	18,000.00	16,000.00	19,500.00	Site Equipment Hire	Base cost per week, includes pods for storage in bump out and relocation of storage container, will need an additional container this year
Site Equipment Hire - Additional Forklift Hire		2,300.00			Site Equipment Hire - Additional Forklift Hire	
Site Licence Fees Rent	170,100.00	177,000.00	179,000.00	193,200.00	Site Licence Fees Rent	Current fee (\$15555.40) til Dec then plus 7% CPI increase (\$16,664.28)
Software Licence Fees	4,694.83	5,800.00	5,500.00	5,800.00	Software Licence Fees	

Staff Amenities	1,211.17	900.00	500.00	600.00	Staff Amenities	Base cost per week
Training	513.63	2,000.00	0.00	4,000.00	Staff Training	Includes renewals of licences that will expire in 23/24
Sundry Expenditure	0.00	0.00	0.00	0.00	Sundry Expenditure	
Superannuation	23,156.97	29,820.00	30,500.00	33,440.00	Superannuation	Based on new July 2023 rate of 11%
Telephone/Communication	6,321.22	5,500.00	5,100.00	5,500.00	Telephone	Based on last year
Travel & Entertainment	258.57	1,500.00	3,741.98	1,500.00	Travel & Entertainment	Based on last year minus audit travel
Uniforms	0.00	2,000.00	0.00	2,000.00	Uniforms	Needed for some branding for team members
Volunteer Expenses	3,420.38	4,000.00	3,000.00	4,000.00	Volunteer Expenses	Includes volunteer thank you party
Wages & Salaries	249,414.28	284,000.00	290,000.00	304,000.00	Wages & Salaries	contingency to cover leave replacement
Waste Management - Hire of Bins and disposal	5,550.27	7,000.00	7,400.00	9,000.00	Waste Management - Hire of Bins	As we have more attendance at the market then bin cost increases
Workcover Levy	1,966.50	2,840.00	1,730.88	2,500.00	Workcover Levy	% amount by HS
	<b>640,197.15</b>	<b>720,160.00</b>	<b>706,694.27</b>	<b>752,770.00</b>		
<b>Net Profit</b>	<b>102,872.21</b>	<b>1,370.00</b>	<b>23,225.01</b>	<b>3,589.80</b>	<b>Net Profit</b>	