

ADELAIDE SHOWGROUND FARMERS' MARKET
COMMITTEE MEETING – 5pm, Wednesday 19 July, 2023
Meeting Room, Heavy Horse Memorial Building

AGENDA

An In Camera session will run from 5pm to 5.15pm

1. Welcome and Apologies
2. New Conflicts of Interest
3. Minutes of the Previous Meeting
4. Action Items
5. Committee Calendar – 2023/4
 - 5.1 Election timeline and documents to be approved
6. ASFM Business Report
7. Finance/Risk Report
8. Sub Committee Meeting Reports
 - 8.1 HR Committee – No Meeting
 - 8.2 Risk and Finance Committee – No Meeting
 - 8.3 Market Mix Committee – No Meeting
9. Red Flags & Risk Register
 - 9.1 New Risks
10. AOB
11. Close

NEXT MEETING

Committee Meeting – 16 August 2022

**ADELAIDE SHOWGROUND FARMERS 'MARKET
COMMITTEE MEETING – 5.00pm, Wednesday, 21 June 2023
Meeting held at the Heavy Horse Memorial Building**

Members present		
Geoff Page (GP)	Albert Conterno (AC)	Jordan Philp (JD)
Mike Rowe (MR)	Trish Simpson (TS)	
Apologies		
Gay Wallace (GW)	Louise Bailey (LB)	Lynne Dickson (LD)
Mem Ericson (ME)		
Also attended		
Carol McGrane (AFO)	Christine Robertson (EO)	

1. Welcome and Apologies

The Deputy Chair, GP, opened the meeting at 5.15 pm.

Apologies from GW, LD, LB and ME.

2. New Conflict of Interest (COI)

None raised

3. Minutes of Previous Meeting

Minutes of the May meeting were accepted.

4. Action Items

One action item remained open i.e. Committee to redraft strategic plan key points and targets

5. Committee Calendar 2022/3

No comment

6. ASFM Business Report

5.20 JP arrives

EO spoke to:

- Site rent Income down due to absent caterers, membership up.
- New entrance/exit banners and wayfaring signage.
- Meeting by EO with CEO of RAHS

7. Strategic Plan update

7.1 Review Vision and Mission

Deferred to next meeting.

8. Policies for Review

8.1 Complaints Policy

Policy amended to reflect recommendations at May meeting. Amended policy accepted.

9. Finance/Risk Report

9.1 Capex Budget

Recommended capex based on feedback received from customer survey.

MR moved that expenditure on the items included in the Capex Budget be approved.

Seconded by AC. Passed

A motion to approve in principle the expenditure on the additional individualized signage for stallholders was moved by MR, seconded by AC. Passed.

9.2 Budget

The EO spoke to the proposed 23/24 Budget which allowed for:

- A profit of 3.5K.
- a 7% cpi increase lease agreement, wages, and electricity.
- The funding of this by raising site fees effective 1 August and membership prices from October.

A motion to accept the 23/24 Budget was moved by MR and seconded by JP. Passed

5.38pm EO and AFO leave the room to allow private discussion re staff wages. They reenter at 5.43pm.

A motion to grant the 7% CPI increase to staff wages with effect from 1 July 2023 was moved by TS and seconded by AC. Passed

9 Sub Committees

9.1 HR Sub-committee – NIL

Meeting of HR committee recommended in advance of next meeting.

9.2 Risk & Finance Sub-committee – Nil

9.3 Market Mix Sub-committee – NIL

10 Red Flags & Risk Register

None raised

11 AOB

EO confirmed that the post-it notes from the Strategic Planning Day had been disposed of by the facilitator.

For transparency, it was recommended that approvals or otherwise from absent committee members, should be directed to the committee as well as the EO.

12 Close

5.55pm meeting closed

NEXT MEETING

Committee Meeting – 19 July 2023

Adelaide Showground Farmers Market Committee Meeting

Action Items July 2023

AGENDA ITEM	ACTION	STATUS
May 2023 – Agenda Item 8.2	Committee to redraft strategic plan key points and targets for next meeting	Ongoing

		ASFM / Committee Action Items	Election/Terms of Office
July	2023	Committee meeting 19 July Committee to approve AGM and election timeline and documentation Audit Information to be prepared	
August	2023	Committee meeting 16 August Approve Financial Report for AGM	Wed 9 Aug - Call for nominations NB: Notification of AGM that includes any special resolutions to be received by membership 21 days prior to the meeting
September	2023	Royal Show Closure Sun 3/9 & 10/9	Fri 8 Sept - Nominations close
		Committee meeting 20 September	Wed 13 Sep - Notification of AGM/Election to members
		Decision required re Christmas and New Year's market	Wed 13 Sep - Online election
October	2023	AGM 18 October	Wed 11 Oct - Online election closes
			Election results announced at AGM Wed 18 Oct
November	2023	Committee Meeting 15 November	Authorised Signatory List updated
December	2023	Meeting 20 December 2023?	
January	2024	Committee meeting date 17 January	
February	2024	Committee meeting date 21 February	
March	2024	Committee meeting date 20 March	
April	2024	Easter Weekend 29 Mar-31 Mar	
		Committee meeting date 17 April	
May	2024	Committee meeting date 15 May	
		Staff performance reviews	
June	2024	Committee meeting 19 June	
		Decision required re Christmas and New Year's market	
		24/25 budget approval required - Draft	
January	2024	Committee meeting date 17 January	
February	2024	Committee meeting date 21 February	
March	2024	Committee meeting date 20 March	
April	2024	Easter Weekend 29 Mar-31 Mar	
		Committee meeting date 17 April	
May	2024	Committee meeting date 15 May	Legal Specialist's term expires in July
		Staff performance reviews	
June	2024	Committee meeting 19 June	
		Decision required re Christmas and New Year's market	
		24/25 budget approval required - Draft	
July	2024	Committee meeting 17 July Committee to approve AGM and election timeline and documentation Audit Information to be prepared	

Candidates Campaigning and Canvassing for Votes - ASFM Election Guidelines

Campaigning at the Market:

- All candidates may have printed copies of their own candidate profile as submitted with their ~~nomination~~ nomination at their stalls or tables. Candidates /and or their stalls -can campaign for themselves only and not ~~for other individuals or groups~~ for other individuals or groups. Printed material promoting other members (or groups of ~~individuals~~ individuals) who are standing for election are not to be distributed or displayed by any other ~~stallholders, market members or their representatives~~ stallholders, market members or their representatives.
- Candidates can campaign from their stalls during market opening hours at the Showground ~~Farmers' Market~~ Farmers' Market on **Sundays 17 and 24 September and Sundays 1 and 8 October 2022 2023**. Stallholder candidates must remain within the boundary of their stall while campaigning to ~~avoid impacting on other stallholders or market customers~~ avoid impacting on other stallholders or market customers.
- If a candidate is not a stallholder, they may secure an ~~one~~ area equivalent to no larger than one stallholder site (only) with a trestle table and promotional material at the Market and campaign for votes from behind this table within this area on all or any of these Sundays **Sundays 17 and 24 September and Sundays 1 and 8 October 2023**. This ~~table site~~ table site will be set up adjacent to or as near as possible to the Information Stand.
- Candidates will be provided an opportunity to speak at an election forum to be held at the Adelaide Showground Farmers' Market after the close of the market from 1:00pm on **Sunday 1 October 2023** at the market kitchen or similar approved area. Candidates will be allowed 5 minutes each to address the audience to outline why they are standing for election and what they will bring to the ASFM committee. A maximum of 20 minutes total will be provided at the end of the forum for questions and answers to all candidates.
- Candidates are to limit their public campaigning at the market by the methods detailed above and at the ~~times and dates outlined~~ times and dates outlined.

Compliance:

- All stallholder candidates must abide by ASFM Stallholder Rules and Responsibilities and code of conduct.
- Failure to comply with these guidelines may result in candidates being ineligible to stand for election at the AGM.

Complaints regarding any breach of these guidelines or other matters relating to the 2023 ASFM committee election should be directed to the Public Officer in writing by:

- email 'Attention Public Officer' to admin@adelaidefarmersmarket.com.au
- post to the Public Officer, Adelaide Showground Farmers' Market, PO Box 38, Goodwood, SA 5034
- by hand in a sealed envelope addressed to the Public Officer via the Information Stand at the market during the election period.

Adelaide Showground Farmers Market

Board Meeting Paper – July 2023

AGENDA ITEM 5 - AGM and Election Timeline 2023

Date: 19 July 2023

Agenda Item: 5.1

Paper Type: For Approval

Recommendation: That the ASFM committee approve the following:

1. That the AGM **be scheduled for 6pm on 18 October 2023;**
2. That the following documents be adopted:
 - a. The AGM and Election timeline and Nomination form
 - b. The Election Guidelines 2023
3. That voting for elected representatives be carried out electronically.
4. That Christine Robertson, EO, be appointed as the returning officer.

A draft timeline is set out below with the requirements in line with the ASFM constitution:

DATE	TASK
Wed 9 August 2023	Call for Nominations Mode of communication <ul style="list-style-type: none"> - Email - Posters/Information desk
Friday 8 September 2023	Nominations due back by 5pm ACST
Wednesday 13 September	<ul style="list-style-type: none"> - Notification of AGM and nominees info – via email with link to online ballot (<i>if more than 3 nominations are received</i>) - Notification of AGM and nominees info – via mail for members who have not provided a valid email address (<i>if more than 3 nominations are received</i>) <p>NB: notice of meeting that includes any special resolutions to be received by members 21 days prior to the meeting</p> <p><i>NOTIFICATION MUST INCLUDE:</i></p> <ul style="list-style-type: none"> - <i>Details of nominees</i> - <i>Date/Time/Place of meeting</i>

	- <i>Nature and Order of the meeting – per 8.1(c) of Constitution, plus other agenda items.</i>
14 September - 11 October 2023	Any new members signing up are provided with details of how to vote
Wednesday 11 October 2023	Online voting closes at 5pm ACST
Wednesday 18 October 2023	AGM commences at 6pm ACST where election results are announced

Current terms of elected committee members due to finish in October 2023:

Albert Conterno - Oct '17 - Oct '23 (ineligible to stand for re-election)

Mem Ericson - Oct '21 - Oct '23 (eligible to stand for re-election)

There is currently a vacancy for Sabine DuVuono who resigned in June 22

A full copy of the constitution can be found on the private, password-protected committee page of the website.

Nomination form for ASFM Inc. Committee Position

I, nominate
(proposer) (name of nominee)

for a position as a Committee Member of the Adelaide Showground Farmers' Market Inc

Signature of proposer Date.....

Proposer's ASFM Inc. Member Number 2023 - _ _ _ _
(See back of 2023 membership card)

Acceptance of nomination

I, accept the nomination.
(name of nominee)

Signature of nominee Date.....

Nominee's ASFM Inc. Member Number 2023 - _ _ _ _
(See back of 2023 membership card)

Forms will not be accepted without current membership numbers

1. I declare that I am eligible to stand for the position in accordance with the constitution of Adelaide Farmers' Showground Market Inc.
2. I acknowledge and agree to abide by the ASFM Electioneering Guidelines 2023
3. I declare that if elected to the ASFM committee, I agree to comply with the roles and responsibilities of committee members under the Associations Incorporation Act 1985 (SA) and to be bound by the Rules for Incorporation of the Association of the Adelaide Showground Farmers Market Incorporated.

Signed:

Date:

Nominations must be submitted by **5pm ACST Friday 9 September 2023** to:

- By mail to the Public Officer, ASFM Inc, PO Box 38, Goodwood SA 5034 or
- By hand and delivered to the Information Stand at the Farmers' Market or
- By email marked 'Attention to The Public Officer' at admin@adelaidefarmersmarket.com.au



**Proxy Form for Adelaide Showground Farmers Market Incorporated (ASFM Inc)
2023 Annual General Meeting**

I, (member's name),

ASFM Membership Number:, appoint

..... (member's name),

ASFM Membership Number to vote for me on my behalf at the Annual General Meeting (AGM) of ASFM Inc to be held on 18 October 2023 at 6pm and at any adjournment thereof, or if the proxy noted above is unavailable or unable to attend and vote, or if no name is noted above, then the Chairperson of the meeting.

Signed:

Signature

Name (Please print)

Date: _____ 2023

The objects of the Association (as set out in the constitution) are:

1. To establish and support the continued development of the market for the trading of South Australian farm products by producers direct to consumers.
2. To support by means of the market the production and sale of fresh, local, seasonal produce from the regions of South Australia.
3. To support by means of the market the manufacture, in South Australia, of products from fresh local seasonal produce.
4. To promote by means of the market the practice of sustainable food production in South Australia.
5. To promote by means of the market an understanding within the community of the importance of a healthy environment to a healthy food chain.
6. To educate the community about the production and use of fresh food.

Powers and Duties of the Committee (as set out in the constitution) are:

- a. The affairs of the Association will be managed and controlled by a committee which in addition to any powers and authorities conferred by these rules may exercise all such powers and do all such things as are within the objects of the Association and are not by the Act or by these rules required to be done by the Association in general meeting.
- b. The committee has the management and control of the funds and other property of the Association for the benefit of the Association.
- c. The committee has authority to interpret the meaning of these rules and any other matter relating to the affairs of the Association on which these rules are silent.
- d. The committee will appoint a public officer as required by the Act.

The role of the committee is to:

- Set ASFM's strategic direction, including developing and monitoring the Strategic Plan
- Ensure the long term organisational and financial stability and strength of the Association
- Provide governance and leadership within a framework of prudent and effective controls that enable risk to be assessed and managed
- Ensure that the Association has appropriate corporate governance in place including standards of ethical behaviour and a culture of corporate and social responsibility.
- Monitor compliance with legal, constitutional and ethical standards
- Approve the annual budget and monitor financial performance and objectives
- It is not the role of the committee to undertake the daily running of the market. It is the committee's role to appoint and set employment conditions for staff who undertake the operational management of the markets and the day-to-day management of the organisation within the parameters set by the committee.

Please provide (via email to admin@adelaidefarmersmarket.com.au)

- **A Biography of Nominee** (100 words or less)
- **Further information on why you are standing:**
 - **Why do you want to join the ASFM committee?**
 - **What personal qualities would you bring to the committee?**
 - **Detail previous experience or qualifications that you feel would be relevant.**
 - **What specific knowledge and skills could you contribute to the organisation?**

Nominations must be submitted by **5pm ACST Friday 9 September 2023** to:

- By mail to the Public Officer, ASFM Inc, PO Box 38, Goodwood SA 5034 or
- By hand and delivered to the Information Stand at the Farmers' Market or
- By email marked 'Attention to The Public Officer' at admin@adelaidefarmersmarket.com.au

The Mission of the Market

“Create a vibrant market environment to connect customers directly to the best 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.

Smashing it.

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.



**Total No of Members
(financial Year)**

2021/22	2022/23
3162	3367



Membership this Month

2022	2023
105	186



Average Weekly Attendance

2022	2023
3027	3656



NUMBER OF WEEKS

4



Avg No. of Stalls this Month

2022	2023
88.5	88



Google Analytics

2022	2023
19,464	15,710



Total Direct mail List

2022	2023
7,647	7,904



Facebook Follows

2022	2023
28,862	30,138



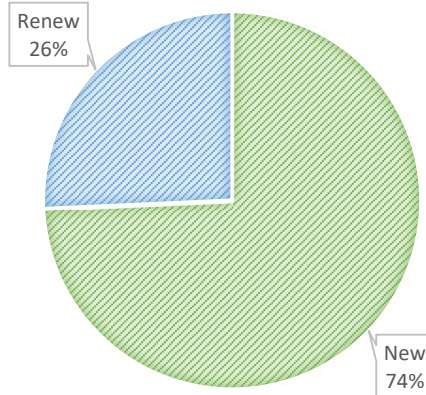
Instagram Follows

2022	2023
19,917	21,708

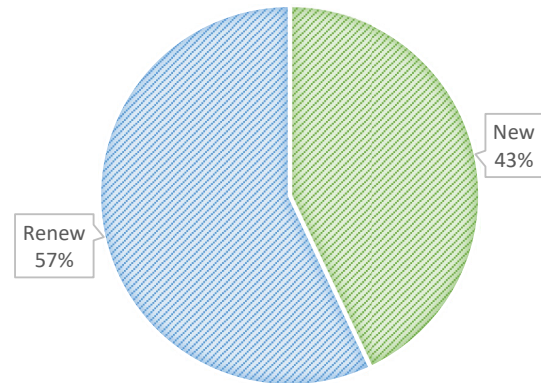
MEMBERSHIP SALES

MEMBERSHIPS - NEW VS RENEW

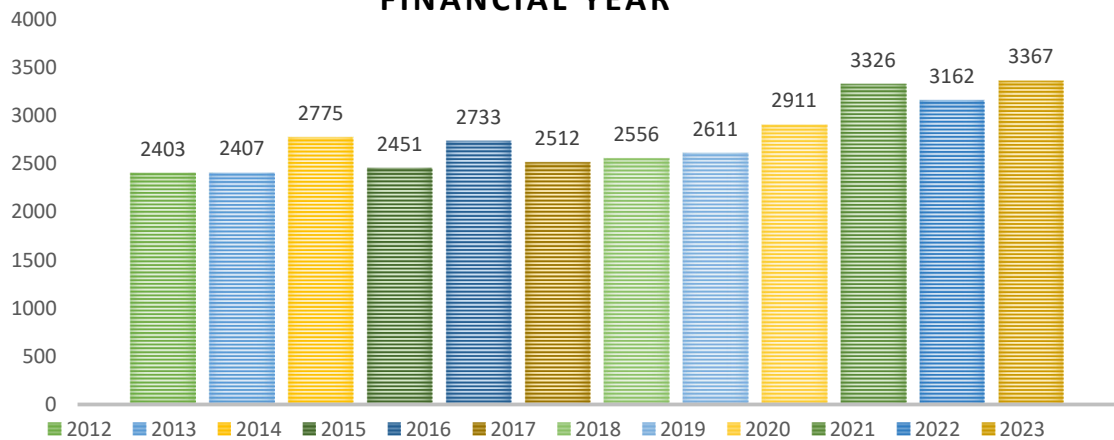
JUNE 2022



JUNE 2023

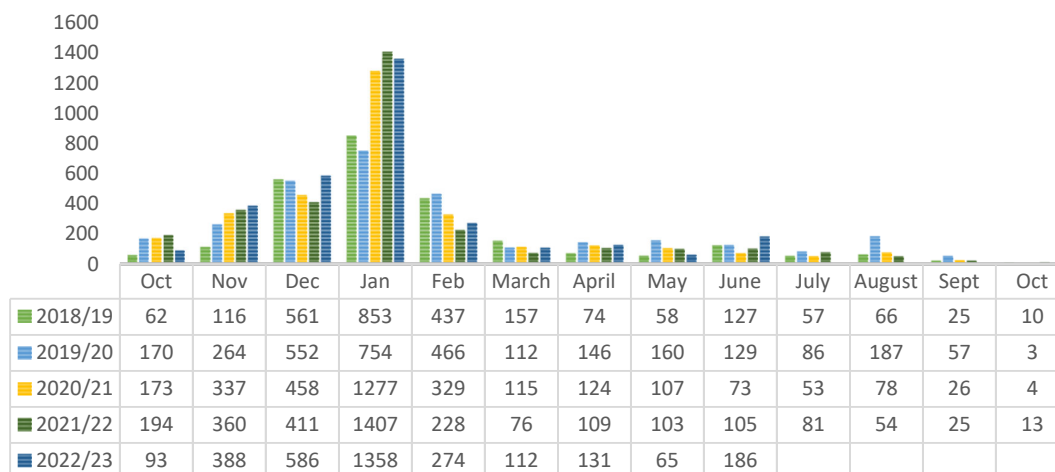


MEMBERSHIP NUMBERS 2012 - 2023 FINANCIAL YEAR



The 2022/23 year is the highest ever membership year with a total of 3367, being 41 greater than its nearest rival, the 2020/21 year, which was our first year implementing the auto renewal on our membership and achieving the strongest June sales since records per month available in 2018/19.

MEMBERSHIP NUMBERS 18/19 - 22/23 MEMBERSHIP YEAR



MEMBERSHIP OVERVIEW:

2023 MEMBERSHIP SALES

105	Total Memberships sold this month	
46	New Members	
19	Renewed Members	
65	Purchased at the market (Total)	
19	At market - New	
65	At market – Renewed	
40	Purchased online (Total)	
32	Online – New	
8	Online - Renewed	
3169	Total YTD membership sales 2023	15 ↑ on Total 2022
832	YTD – New	121 ↑ on Total 2022
2337	YTD – Renewed	55 ↑ on Total 2022

*NOTE: Numbers purchased at the market will now be impacted by those purchasing on devices using QR codes, as they will now be reflected in the online figures.

MARKETING/COMMUNICATION

DIGITAL OVERVIEW (Facebook/Instagram/Google My Biz)

Facebook

28,945	Total reach this month	8% ↓ (vs MOM)
29,368	Total followers	7.6% ↑ (vs MOM)
4,323	New page visits	30% ↓ (vs MOM)

117	New followers	22% ↓ (vs MOM)
214,800	Impressions	18% ↓ (vs MOM)
29,303	Likes	↑
143	New Page likes	28.8% ↑ (vs MOM)
7044	Engagement	↓ (vs MOM)
25	Posts	
25	Stories	
34%	1 st Top Age Range 35-45 yrs	
24 %	2 nd Top Age Range 45-54 yrs	
19%	3rd Top Age Range 25-34 yrs	
82.3%	Women	
17.7%	Men	

Instagram

10,893	Reach (7,251 followers / 3,642 non-followers)	20.3% ↓ (vs MOM)
4,577	Profile visits	53% ↑ (vs MOM)
131,567	Impressions	7.5% ↓ (vs MOM)
21,384	Followers	0.9% ↑ (vs MOM)
452	New followers	↑ (vs MOM)
526	Accounts engaged	27% ↓ (vs MOM)
28	Posts	
117	Stories	
0	Reels	
29.4%	Age Range 25-34 yrs	
34.8%	Age Range 35-44 yrs	
19.2%	Age Range 45-54 yrs	
83.3%	Women	
16.6%	Men	
6pm	Most active time	

Facebook & Instagram (Joint Advertising)

0	Overall Paid Reach (saw ads)	↓
0	Paid impressions	↓
\$0	Total Spend	↓

Google My Business

14,177	Searches showed the business profile	75% * * ↓ (vs YOY)
2,529	Business profile interactions	3.8% ↓ (vs YOY)
22,251	Business profile views	7 ; 37 * ↓ (vs YOY)
21,499	Google Search – mobile	; 5%
6,001	Google Search – desktop	19%
4,989	Google Maps – mobile	19%
1,298	Website clicks made from your Business Profile	= 3 * % ↓ (vs YOY)
1,200	Direction request	2.6% ↑ (vs YOY)

EDM / Newsletter

7,901	Email distribution list	
73	New Contacts	
46%	Open rate	
14.22%	Click through rate	↑ Industry average is 2.94%
70%	Female	
30%	Male	
28,9%	Age Range 35-44	
20,4%	Age Range 45-54	
14.2%	Age Range 25-34	
55%	Desktop	
45%	Mobile	

Other Digital Asset Updates- NIL

This Month	“Shop like a Locavore” Weekly Market Digital branded banner	Adelaide Showground Goodwood Road Digital Signage	Unable to measure
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FiveAA Live Cross Over (FOC) - FiveAA Live crossovers to the market every Sunday morning with Michael Keelan have continued.

ADVERTISING CAMPAIGNS (PAID) – N/A

Date	Promotion / Campaign	Platform & Type	Results & Outcomes
n/a	Market Search Listing Advertising – Weekly market	Google Search Ad Listing	n/a

MARKETING OVERVIEW

In June, we had a series of successful activations that made a positive impact on our community and garnered attention from both local and international audiences.

One of the highlights was our highly successful ASFM Splash for Puddle Jumpers Winter Charity Event on 25th June. We received overwhelming support and filled a 3-tonne truck with donations to benefit vulnerable children and families in the South Australian community who are facing challenges during the winter season.



On the same day, we had the privilege of hosting a delegation from Singapore, which included journalists from major media outlets such as The Straits Times, Lianhe Zaobao, and Channel News Asia. Their visit focused on exploring the aquaculture industry and understanding best practices, regulations, and legislation for sustainable aquaculture. This visit, organised in collaboration with Singapore Food Agency (SFA), holds the promise of potential international coverage, further raising awareness about our market.



Another noteworthy event took place on 4th June when we brought back the Demonstration Kitchen. Renowned chefs Kane Pollard, Rosa Matto, and Mandy Hall collaborated with Slow Food South Australia to deliver an exciting and informative food demonstration in celebration of World Environment Day on 5th June. The demonstration, hosted by Mandy Hall, showcased innovative ways to reduce packaging and waste while maximising nutrients and saving money. It emphasised the importance of shopping locally and supporting our incredible producers at the farmers' market. This engaging event took place inside the Eastern end of the market pavilion.

Additionally, on Sunday 11th June we held a "Shop to Win" promotion, where we gave away 10 Double Movie Passes to the Spanish Film Festival at Palace Nova Eastend Cinemas. We received 45 entries into the competition. On the same day, we also organised our monthly Kids Corner Activity, titled "Plant People," where participants had the opportunity to create their own unique character using a planter cup. Despite it being the June Long Weekend, 48 kids enthusiastically participated in this engaging activity, showcasing their creativity.



This Month we distributed two Media Releases. Firstly, we were thrilled to announce that Christine Robertson, the Executive Officer of the ASFM received the prestigious Medal of the Order of Australia (OAM) (General Division). The award was announced by the Governor-General in the Kings Birthday Honours List 2023 on 12 June 2023 which generated additional exposure for the market.

Furthermore, a Media Release was circulated for the ASFM Splash for Puddle Jumpers Winter Charity Event.

This month, our Facebook reach experienced impressive growth of 74.4%. Our followers increased by 7.6%, reaching a milestone of 30,000, while our page profile saw a notable growth of 9.9%. Our primary audience remains consistent, with 34% being in the 35-44 years old age group, followed by 24% in the 45-54 years old age group. It's worth mentioning that our main followers continue to be women.

On Instagram, we observed stable performance with a slight 1% increase. Impressions, on the other hand, surged by 34.8% compared to the previous month. We are thrilled to announce a steady growth in our follower count, with a 0.9% rise, totaling 21,708 followers. Furthermore, we successfully acquired 334 new followers, reflecting the effectiveness of our efforts in expanding our audience base. Similar to Facebook, women represent our primary audience on Instagram, with both the 35-44 and 25-34 age groups accounting for 31% each of our followers, aligning perfectly with our targeted marketing strategies.

Regarding our advertising expenditure, we allocated a minimal budget of \$20 to boost our ASFM Splash for Puddle Jumpers event. Despite the modest investment, we achieved impressive results with an overall paid reach of 1,706 and 2,683 impressions across both Facebook and Instagram. This demonstrates the effectiveness of targeted advertising in maximising our event's visibility and engagement.

In addition to our marketing efforts, we made an investment in a radio campaign on Nova 919 and FiveAA, which ran from May to June. Although we are still awaiting the campaign results, anecdotal evidence suggests that market numbers remained strong during this period. However, we did not observe any significant shifts in digital performance, which is different from our previous experiences with radio advertising. As we enter the new financial year, it will be important to assess the effectiveness of this platform and explore alternative advertising options. We will provide a comprehensive report on these findings in the upcoming month.

As part of the radio campaign, we allocated a total budget of \$10,790. This allowed us to advertise on Nova 919 and 5AA from 3rd May to 10th June. Additionally, we had the opportunity to give away 10 Market Memberships on the radio, further engaging our audience and promoting the benefits of shopping locally as a Locavore.

Despite experiencing a decline in certain Google metrics for our Google My Business profile compared to the previous year, we made significant improvements across the board when compared to the figures from the previous month. Notably, we saw a year-on-year increase of 0.6% in Business Profile interactions, totalling 2,487, and a substantial rise of 19.1% in direction requests, reaching 1,141. Although all other figures showed a slight decline compared to the year-on-year data, they demonstrated an overall increase when compared to May.

In terms of Google Analytics, our searches in May amounted to 14,177, which saw a boost in June to 15,710. Similarly, our Google Search listing views rose from 22,251 in May to 23,833 in June. Additionally, we observed a slight increase in website visits, going from 1,298 in May to 1,301 in June. These positive trends indicate progress and growth in our online presence.

We have made noteworthy additions to our website, emphasising our commitment to tourism and the community.

These include the introduction of a Discover Adelaide page (<https://adelaidefarmersmarket.com.au/discover-adelaide/>), an Acknowledgement of Country page (<https://adelaidefarmersmarket.com.au/acknowledgement-of-country/>), and a Children's University Page (<https://adelaidefarmersmarket.com.au/childrens-university/>).

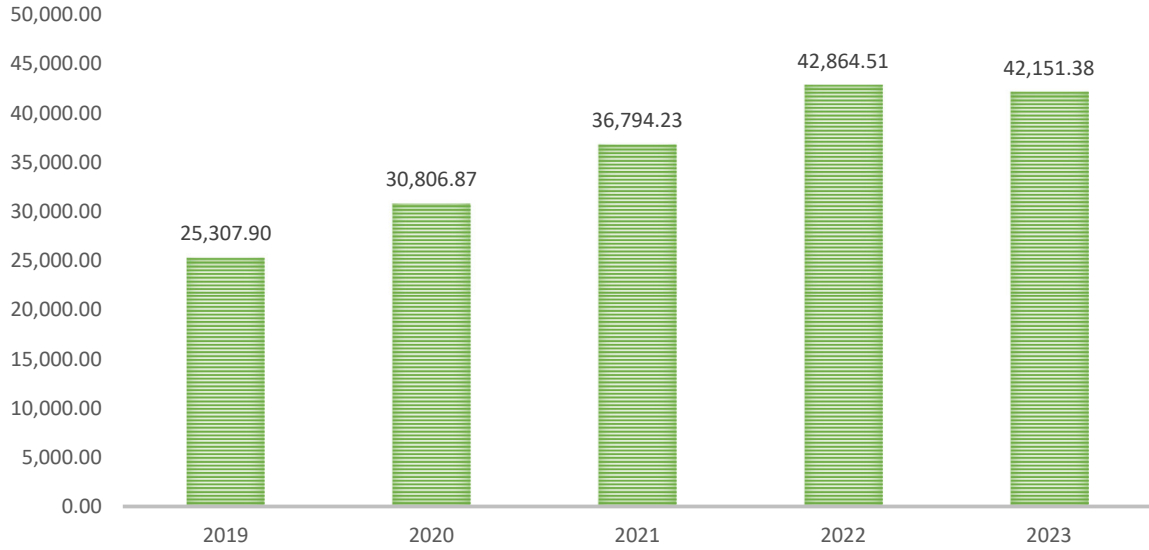
Additionally, we have cross-promoted the Adelaide Showground Caravan Park, which brings visitors to our market on Sundays.

To enhance the user experience, we have diligently updated various sections of our website. This includes improving stallholder business profiles, optimising the Kids Corner page, and ensuring the Festival and Events page is kept up-to-date.

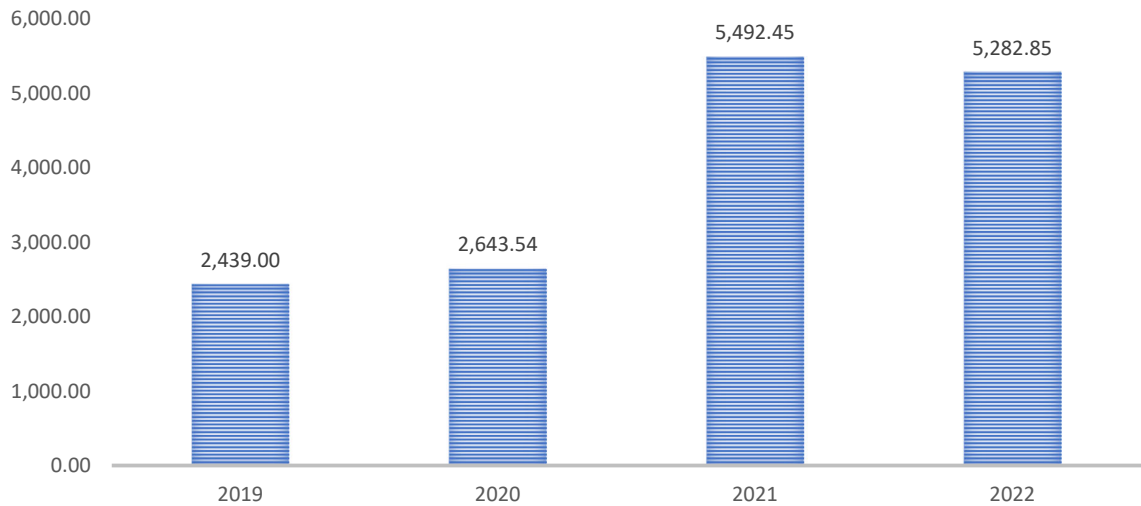
These updates reflect our ongoing efforts to provide valuable content and improve the overall website experience.

OPERATIONS

JUNE SITE FEES



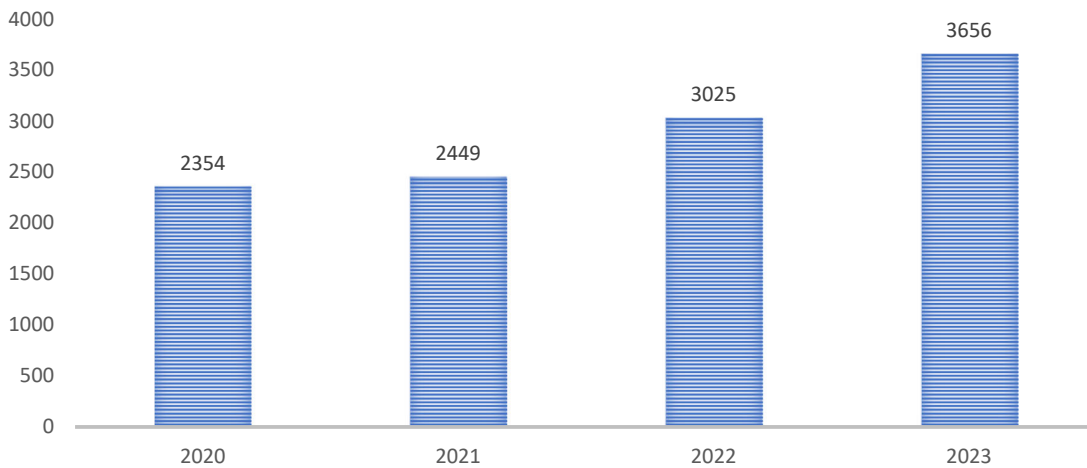
JUNE CATERING FEES



WEEKLY ATTENDANCE COUNT/RECORDS MAY 2023

	4/06/2023	11/06/2023	18/06/2023	25/06/2023
Attendance	3759	4071	3663	3132
Compared to 2022	5/06/2022	12/06/2022	19/06/2022	26/06/2022
Attendance	1252	3498	4407	2952
Notes	Mega Toy Fair / Oz Comic-con	Long Weekend	Gilles	
Weather	21	18	16	15
Number of Sites	93	83	89	87
Number of Stallholders	82	78	78	77
Caterers onsite	7	7	7	7

JUNE ATTENDANCE



The attendance figures for the Adelaide Showground Farmers Market in June 2023 demonstrated growth and an upward trend compared to previous years. With a total of 14,625 market attendees, this represents an increase of over 2,500 individuals compared to the same period last year. On average, the market welcomed 3,656 visitors per week during June 2023, slightly lower than the attendance figures in May 2023 but still significantly higher than the monthly averages of 2,027 in June 2022 and 2,449 in 2021.

Notably, the June long weekend witnessed particularly strong attendance, with a figure of 4,071 visitors. This surpassed the attendance levels typically observed during most long weekends, indicating the market's appeal and popularity during holiday periods.

These attendance figures reflect the market's consistent growth and continued success in attracting visitors, showcasing its position as a thriving destination for local produce and community engagement.

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
2022-2023	80.4	83.5	64.75	94.4	99.5	92.75	90.87	87.62	95	89	89.5	88	87.5
2021-2022	88.75	93.3	92.1	93.2	96.6	92	81	96.5	94.5	81.75	90.6	88.5	90.7
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)
 ● Sept 2022 increase to 91.5 if Orphanage Park excluded (38 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)
 ** Dec 2022 decreases to 83.6 if NYE included (47 Stalls attended)

Average Attendance Statistics

Average attendance for the month	July	August	September	October	November	December	January	February	March	April	May	June	Average YTD v Full Year
2022-2023	3285	3302	2370.25	3152	2864.5	2786.4	3553	3587	3173	3691	3390	3656	3313
2021-2022	2449	2381	2384	2536	2154	2015	2119	2593	2289	3215	3396	3027	2546
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

*Sept 2022 fig increases to 3333 if Orphanage park excluded (1407.5 average)

FOR YOUR INFORMATION

New Stallholders: <ul style="list-style-type: none"> NIL 	Returning stallholders: <ul style="list-style-type: none"> NIL
Stallholder Finishing Temporarily: <ul style="list-style-type: none"> NIL 	Stallholders Finished Permanently: <ul style="list-style-type: none"> NIL

NOTES

PICNIC TABLES

10 X Wooden Picnic Tables have now arrived, are have been constructed by the RAHS and we are now oiling them and they will be in position Sunday 16 July 2023.



SIGNAGE

Large Double Sided Banners (6000 x 1500) have been produced but as installation was delayed we have postponed installation until post the Show.

Inside hanging banners have been produced but as installation was delayed we have postponed installation until post the Show.

APPROVED CAPEX SPEND

Umbrella positions have now been signed off by the RAHS and umbrellas ordered for base installation prior to the Show and umbrellas in place for bump back into Stirling Angas/Kingsway on 24 September 2023.

Planter Boxes have been ordered and confirmed for delivery week beginning 18 September 2023

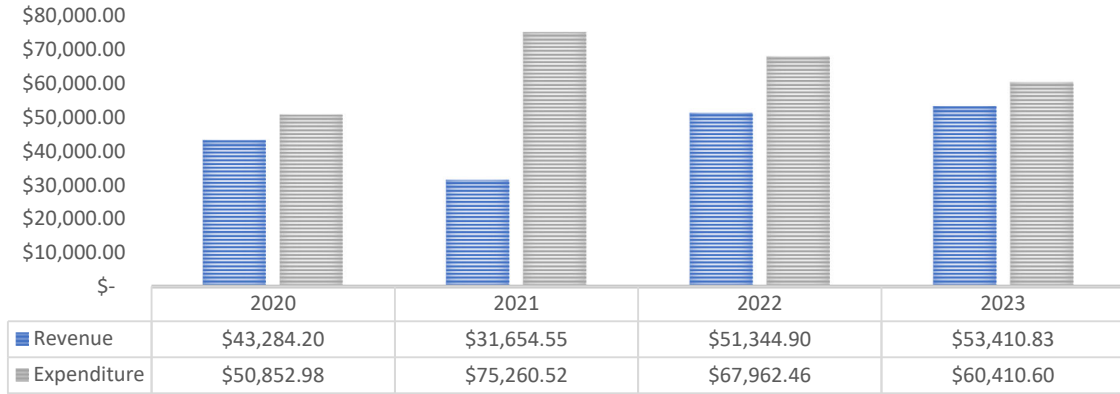
Wayfaring signs and finger signs – currently still in discussion with RAHS as to viability in current form

ADDITIONAL CATERER

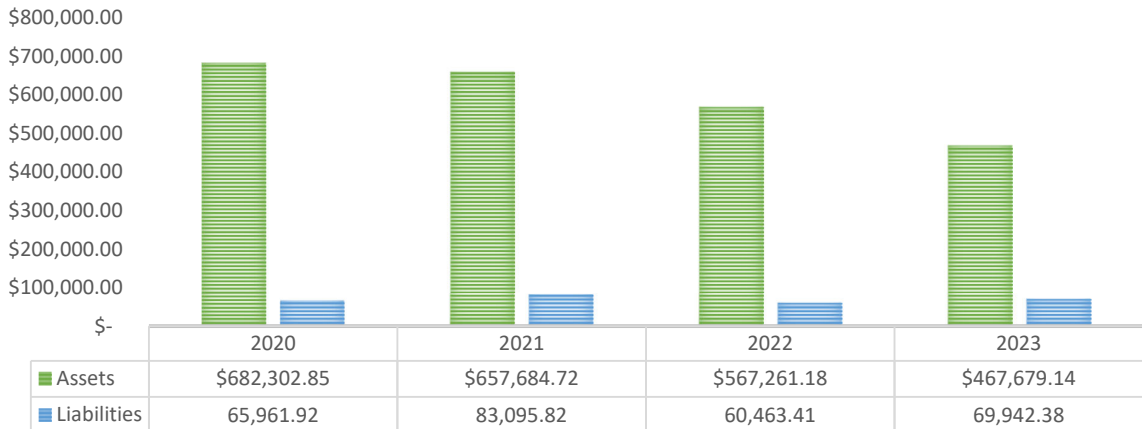
Secured and set to start late July/early August

FINANCE

REVENUE/EXPENDITURE JUNE



TOTAL ASSETS/LIABILITIES JUNE



STALLHOLDER FEES

Stallholders have been advised of the fee increase approved in the 2023/24 Budget.

NOTES

TOURISM AWARDS

This month and in the upcoming months we will be spending time working on our Tourism Award Submission. This is the first time the market has entered the awards. To support our entry and demonstrate that the market is committed to engaging in the tourism space we signed up as Tourism Industry Council SA (TiCSA) members and spent the past month applying for Tourism Accreditation which we hope to have confirmation of achievement within the next month.

RECONCILIATION ACTION PLAN

First stage of registration has commenced with Reconciliation Australia.

Our first step is to establish a RAP Working Group to determine the ASFM's vision for reconciliation and scope and reflect on how the organisation can contribute to reconciliation and improve relationships with Aboriginal and Torres Strait Islander peoples and relevant stakeholders.

It is suggested that this Working Group consist of the **EO, one stallholder and two consumers.**

It is also suggested that the EO put together a short list of interested parties who meet the criteria of having experience in governance, strategic planning and a vision for reconciliation to present to the board for further discussion and subsequent appointment as appropriate.

The cost of this program is \$275 gst incl

www.reconciliation.org.au

MOBILE DEMO KITCHEN

The mobile demo kitchen funded by a grant from Unley Council is now almost finished. A few final adjustments and it will be ready for full use post Show. The kitchen features an electric oven, induction cook top (in keeping with a more environmentally friendly 'Cook Clean' movement), a sink, small fridge, safety equipment. and desktop power outlets. Designed in house by ASFM management, the components were brought by ASFM and constructed by a local tradie. This kitchen has the ability to be moved to various locations throughout the market for demonstrations for cooking with in season produce.



Profit and Loss

Adelaide Showground Farmers Market
For the month ended 30 June 2023

Account	May 2023	Jun 2023	June 2023 Budget	YTD 2022/23	2022/23 YTD Budget	YTD 2021/22 Actuals	2022/23 Budget
Trading Income							
Bag Revenue	565.40	565.88	500.00	5,837.72	5,000.00	5,386.46	5,000.00
Car Park Card Revenue	936.34	1,381.79	500.00	48,404.49	30,800.00	38,947.89	30,800.00
Catering Rental Income	3,384.37	5,228.63	5,200.00	55,067.60	58,000.00	57,125.97	58,000.00
Membership Income	5,520.84	4,894.49	5,000.00	217,620.61	210,000.00	204,436.89	210,000.00
Merchandise Sales	390.92	499.19	320.00	6,478.81	2,500.00	3,202.01	2,500.00
Miscellaneous Revenue	0.00	0.00	0.00	3.92	0.00	0.00	0.00
Power Fees	1,789.69	2,331.78	2,083.00	22,901.96	25,000.00	27,623.26	25,000.00
Profit/(Loss) on Sale of Non-current Assets	0.00	0.00	0.00	0.00	0.00	(2,520.57)	0.00
Site Rent Income	34,718.03	42,151.38	38,000.00	428,720.26	420,000.00	472,291.56	420,000.00
Sponsorship income	750.00	0.00	250.00	3,000.00	2,500.00	2,250.00	2,500.00
RAHS Subsidy	0.00	0.00	0.00	16,000.00	16,000.00	8,000.00	16,000.00
Grant Income	0.00	0.00	0.00	0.00	0.00	2,727.27	0.00
Total Trading Income	48,055.59	57,053.14	51,853.00	804,035.37	769,800.00	819,470.74	769,800.00
Cost of Sales							
COGS - Bags	333.75	344.75	1,000.00	3,258.05	3,750.00	4,325.69	3,750.00
COGS - Car park costs	0.00	2,127.27	410.00	41,268.18	25,326.00	32,499.99	25,326.00
COGS - Merchandise Costs	357.50	563.75	212.00	6,778.55	2,500.00	3,723.75	2,500.00
Freight	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Membership Costs	299.15	606.54	560.00	10,083.36	6,720.00	7,618.16	6,720.00
COGS - Stallholder Rebates	0.00	0.00	0.00	0.00	0.00	24,118.02	0.00
Total Cost of Sales	990.40	3,642.31	2,182.00	61,388.14	38,296.00	72,285.61	38,296.00
Gross Profit	47,065.19	53,410.83	49,671.00	742,647.23	731,504.00	747,185.13	731,504.00
Events							
Event Income							
Event Income - Orphanage Market	0.00	0.00	0.00	11,617.97	2,700.00	0.00	2,700.00
Total Event Income	0.00	0.00	0.00	11,617.97	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	0.00
Event Expenditure - Orphanage Market	0.00	0.00	0.00	(6,757.25)	(6,500.00)	(1,581.82)	(6,500.00)
Event expenses - COVID-19	0.00	0.00	(250.00)	(2,964.44)	(3,000.00)	(10,832.14)	(3,000.00)
Total Event Expenses	0.00	0.00	(250.00)	(9,721.69)	(9,500.00)	(12,413.96)	(9,500.00)
Gross Profit (Loss) on Event	0.00	0.00	(250.00)	1,896.28	(6,800.00)	(12,413.96)	(6,800.00)
Grant Funding							
Grant Income							
Grant Funding - City of Unley	0.00	0.00	0.00	4,000.00	0.00	0.00	0.00
Private Funding	0.00	0.00	0.00	2,745.44	0.00	0.00	0.00
Total Grant Income	0.00	0.00	0.00	6,745.44	0.00	0.00	0.00
Grant Expenses							
Grant expenditure - City of Unley	0.00	(5,540.74)	0.00	(5,540.74)	0.00	0.00	0.00
Private funding expenditure	0.00	0.00	0.00	(2,692.93)	0.00	0.00	0.00
Total Grant Expenses	0.00	(5,540.74)	0.00	(8,233.67)	0.00	0.00	0.00
Gross Profit (Loss) on Grant Funding	0.00	(5,540.74)	0.00	(1,488.23)	0.00	0.00	0.00
Other Income							
Distributions Received	0.00	0.00	0.00	0.00	0.00	6,690.60	0.00
Interest Income	0.00	0.00	0.00	0.00	0.00	1.40	0.00
Other Income	0.00	0.00	0.00	0.22	0.00	0.00	0.00
Portfolio Gain / Loss	0.00	0.00	0.00	(11,099.66)	0.00	(13,328.34)	0.00
ATO - Cashflow Boost Payments	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Other Income	0.00	0.00	0.00	(11,099.44)	0.00	(6,636.34)	0.00
Operating Expenses							
Accounting							
Accounting and Legal Fees	0.00	0.00	1,500.00	5,800.00	9,000.00	9,510.00	9,000.00
Audit Fees	0.00	0.00	0.00	6,800.00	6,400.00	2,500.00	6,400.00
Total Accounting	0.00	0.00	1,500.00	12,600.00	15,400.00	12,010.00	15,400.00
Marketing							
Advertising and Marketing - Above line	9,810.00	9,084.40	3,337.00	42,164.07	40,000.00	52,693.33	40,000.00
Advertising and Marketing - Below line	1,330.00	3,741.41	1,674.00	14,382.75	20,000.00	8,455.24	20,000.00
Total Marketing	11,140.00	12,825.81	5,011.00	56,546.82	60,000.00	61,148.57	60,000.00

Amortisation expense	0.00	0.00	0.00	0.00	0.00	10,232.00	0.00
Bank Charges	366.07	190.54	300.00	7,871.19	8,500.00	7,897.08	8,500.00
Cleaning Expense	0.00	0.00	0.00	0.00	800.00	78.20	800.00
Committee Expenses	226.23	0.00	220.00	7,808.62	5,000.00	5,088.71	5,000.00
Computer Consultant Fees	330.00	0.00	100.00	4,311.25	1,200.00	2,322.50	1,200.00
Computer Supplies	0.00	0.00	0.00	89.20	0.00	0.00	0.00
Dues & Subscriptions	398.50	1,065.96	800.00	5,318.39	4,000.00	4,577.53	4,000.00
Electricity	0.00	4,206.68	1,837.00	16,826.72	22,000.00	18,063.84	22,000.00
Equipment Expense/Hire	0.00	0.00	10.00	0.00	150.00	108.70	150.00
Insurance	700.27	700.27	0.00	8,242.13	8,000.00	6,399.59	8,000.00
Kids Club Activity Programme	1,026.59	295.68	500.00	5,668.83	6,000.00	4,254.37	6,000.00
Kitchen Supplies	0.00	0.00	333.00	519.46	4,000.00	34.58	4,000.00
Maintenance	588.00	65.00	700.00	3,513.36	6,500.00	4,856.36	6,500.00
Membership Card Purchase	0.00	0.00	0.00	0.00	0.00	609.10	0.00
Minor Equipment	0.00	0.00	125.00	685.85	1,500.00	1,888.51	1,500.00
Money Out (Kounta)	45.00	0.00	0.00	310.00	0.00	0.00	0.00
Motor vehicle expenses	930.54	0.00	0.00	1,515.54	0.00	0.00	0.00
Office Supplies	175.55	231.12	212.00	2,546.32	2,500.00	2,450.23	2,500.00
Other Consulting Fees	0.00	260.91	0.00	260.91	0.00	1,000.00	0.00
Postage & Shipping	0.00	0.00	10.00	208.18	150.00	100.00	150.00
Realised Currency Gains	1.75	2.03	0.00	331.39	0.00	51.05	0.00
Recruitment Expenses	0.00	0.00	0.00	640.00	1,600.00	570.00	1,600.00
Security	426.46	0.00	0.00	3,655.36	0.00	0.00	0.00
Site Attendant's Fee	696.00	928.00	1,500.00	13,923.20	18,000.00	17,520.00	18,000.00
Site Consumables	0.00	0.00	100.00	423.87	1,200.00	969.61	1,200.00
Site Equipment Hire	1,018.56	1,018.56	1,700.00	15,152.68	20,300.00	13,745.34	20,300.00
Site Licence Fees Rent	15,555.40	15,555.40	15,250.00	194,969.71	177,000.00	170,100.00	177,000.00
Software Licence Fees	332.73	332.73	487.00	5,165.54	5,800.00	4,694.83	5,800.00
Staff Amenities	66.62	48.89	75.00	466.16	900.00	1,211.17	900.00
Staff Training	0.00	0.00	0.00	0.00	2,000.00	513.63	2,000.00
Sundry Expenditure	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Superannuation	3,224.90	2,012.81	2,485.00	30,184.20	29,820.00	23,156.97	29,820.00
Telephone	393.58	263.58	462.00	4,812.87	5,500.00	6,321.22	5,500.00
Travel & Entertainment	127.27	0.00	125.00	3,741.98	1,500.00	258.57	1,500.00
Unrealised Currency Gains	0.00	0.00	0.00	1.62	0.00	(1.62)	0.00
Volunteer Expenses	1,070.98	121.50	0.00	2,753.99	2,000.00	3,420.38	2,000.00
Wages & Salaries	30,713.41	19,169.69	23,670.00	285,186.69	284,040.00	249,414.28	284,040.00
Workcover Levy	192.32	192.32	240.00	1,730.88	2,840.00	1,966.50	2,840.00
Waste Management	1,528.86	541.30	587.00	7,226.94	7,000.00	5,550.27	7,000.00
Entertainment	400.00	381.82	837.00	5,181.86	10,000.00	0.00	10,000.00
Total Operating Expenses	71,675.59	60,410.60	59,176.00	710,391.71	715,200.00	642,582.07	715,200.00
Net Profit	(24,610.40)	(6,999.77)	(9,505.00)	21,156.08	16,304.00	97,966.72	16,304.00

Balance Sheet

Adelaide Showground Farmers Market As at 30 June 2023

	30 JUN 2023	30 JUN 2022	30 JUN 2021	30 JUN 2020	30 JUN 2019
Assets					
Bank					
Adel Show Farmers Market Inc	16,994.85	57,700.00	104,756.72	139,090.11	88,455.96
Bendigo - Business Account	461,584.66	461,912.90	307,165.14	104,325.66	93,466.65
Cash Management Account	19,460.96	15,260.03	10,803.35	8,492.29	4,209.41
Petty Cash	255.99	437.15	451.50	946.50	1,213.80
Total Bank	498,296.46	535,310.08	423,176.71	252,854.56	187,345.82
Current Assets					
Clearing - Cash	(209.40)	-	-	-	153.30
Distributions Receivable	(1,096.70)	3,104.23	868.91	175.46	1,229.11
Inventory	11,220.40	8,651.75	9,153.60	13,767.18	17,486.31
Money In (Kounta)	(330.00)	-	-	-	-
Trade Debtors	4,996.40	5,361.35	1,598.18	5,581.00	571.20
Unrealised gain/loss on investments	-	11,099.66	24,428.00	3,451.66	14,187.66
Workcover receivable	-	-	37.95	-	-
Total Current Assets	14,580.70	28,216.99	36,086.64	22,975.30	33,627.58
Fixed Assets					
Accumulated Amortisation - Fence	-	-	-	(3,548.10)	(2,838.40)
Accumulated Depreciation - Computer Equipment	(24,897.33)	(22,895.69)	(20,805.54)	(18,018.67)	(44,809.33)
Accumulated Depreciation - Furniture & Fixtures	(31,247.54)	(25,828.91)	(24,469.68)	(20,986.26)	(27,311.45)
Accumulated Depreciation - Outdoor Seating - Private Funding	(4,968.07)	(3,890.75)	(2,544.09)	(860.77)	-
Accumulated Depreciation - Plant & Equipment	(495.84)	(3.72)	-	-	-
Accumulated Depreciation - Shipping Container	(1,560.82)	(1,244.32)	(927.82)	(611.32)	(294.82)
Accumulated Depreciation - Signs and Banners	-	-	(8,973.23)	(15,331.03)	(38,449.43)
Computer Equipment	30,539.72	29,166.14	29,166.14	29,166.14	60,404.14
Fencing	-	-	-	7,097.00	7,097.00
Fixtures & Fittings	26,904.26	-	-	-	-
Furniture & Fixtures at Cost	56,207.13	44,050.37	44,279.73	44,279.73	54,187.73
Outdoor Seating - Private Funding	9,277.38	9,277.38	9,277.38	9,277.38	-
Plant & Equipment	8,441.50	969.00	-	-	-
Shipping Container	3,165.00	3,165.00	3,165.00	3,165.00	3,165.00
Signs and Banners	-	-	10,040.00	20,233.00	47,017.00
Total Fixed Assets	71,365.39	32,764.50	38,207.89	53,862.10	58,167.44
Non-current Assets					
Accumulated Amortisation - Website Development	(40,928.00)	(40,928.00)	(30,696.00)	(20,464.00)	(10,232.00)
CRM	17,941.88	-	-	-	-
SPDR 200 Fund ETF Units	84,036.34	84,036.34	84,036.34	84,036.34	84,036.34
Website Development	53,112.50	51,160.00	51,160.00	51,160.00	51,160.00
Total Non-current Assets	114,162.72	94,268.34	104,500.34	114,732.34	124,964.34
Total Assets	698,405.27	690,559.91	601,971.58	444,424.30	404,105.18

	30 JUN 2023	30 JUN 2022	30 JUN 2021	30 JUN 2020	30 JUN 2019
Liabilities					
Current Liabilities					
ATO Integrated Client Account	-	-	-	9,872.00	-
GST	(4,523.63)	3,755.54	3,151.43	7,364.90	4,610.03
PAYG Withholding Payable	7,473.53	3,603.53	7,819.53	6,389.53	4,147.53
Rounding	(3.68)	-	-	-	(3.44)
Superannuation Payable	7,614.04	7,886.73	6,635.56	6,615.74	5,867.32
Trade Creditors	22,217.60	29,371.78	26,978.14	13,208.93	12,200.36
Wages Payable	396.60	2,609.68	2,001.16	1,440.39	10,415.85
Workcover Payable	-	-	-	-	94.35
Total Current Liabilities	33,174.46	47,227.26	46,585.82	44,891.49	37,332.00
Non-current Liabilities					
Deferred revenue	-	4,245.44	245.44	972.62	-
Prepayments	(700.29)	(14,889.16)	(20,938.75)	-	-
Provision for Annual Leave	38,503.46	40,626.80	35,115.26	30,242.59	12,605.53
Provision for Long Service Leave	1,908.02	13,610.69	-	-	-
Suspense	(303.19)	-	-	-	-
Total Non-current Liabilities	39,408.00	43,593.77	14,421.95	31,215.21	12,605.53
Total Liabilities	72,582.46	90,821.03	61,007.77	76,106.70	49,937.53
Net Assets	625,822.81	599,738.88	540,963.81	368,317.60	354,167.65
Equity					
Current Year Earnings	26,083.93	58,775.07	172,646.21	14,149.95	(55,842.96)
Retained Earnings	599,738.88	540,963.81	368,317.60	354,167.65	410,010.61
Total Equity	625,822.81	599,738.88	540,963.81	368,317.60	354,167.65

Liquidity Report

Adelaide Showground Farmers Market
As at 30 June 2023

Reserve Policy Calculation

Financial Instruments

Adel Show Farmers Market Inc	16,873.18
Bendigo - Business Account	461,584.66
Cash Management Account	19,460.96
Petty Cash	255.99
Total	498,174.79

Reserves Figures

Operating Costs (Three months)	(200,540.24)
Current Leave Liabilities	(40,411.48)
GST	4,544.18
One Quarter Annual Subs	17,588.02
Total	(218,819.52)

Net Reserve Surplus/(Deficit)	279,355.27
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This report has been prepared in conjunction with the Adelaide Farmers' Market Reserves Policy.

The purpose of this report is to provide board and committee members with an understanding of the organisations position to remain solvent should the market be unable to operate.

Reserve figures have been calculated using the data figures from the previous quarter.

Liquidity Ratios

Working Capital Ratio

Current Assets	512,755.49
Current Liability + Leave Provision	73,669.85
Ratio	6.96

The working capital ratio is used to assess how quickly your business can convert assets into cash for the purpose of paying current liabilities.

Quick Ratio

Current Assets	512,755.49
Current Liability + Leave Provision	73,669.85
Petty Cash	255.99
Clearing Accounts	(539.40)
Inventory	11,220.40
Total	6.06

This ratio is used to provide a more conservative measure of the liquidity of the business. Generally a ratio of 1:1 means there is no working capital left after paying your bills.

This ratio excludes inventory, petty cash and clearing accounts as it can be considered slow moving and not easily recoverable.

Summary

Opening Balance	\$535,310.08	\$510,473.70	\$473,739.70	\$473,284.28	\$449,095.31	\$440,758.53	\$499,354.26	\$626,051.36	\$634,838.05	\$586,790.58	\$576,657.10	\$543,155.53	\$543,155.53
Opening Balance Adjustment	(\$1.40)	\$0.00	\$0.00	\$15.35	\$0.00	\$381.43	(\$12.45)	\$142.81	\$249.45	\$1,002.37	\$470.03	(\$280.20)	\$0.00
Plus Net Cash Movement	(\$24,836.38)	(\$36,734.00)	(\$455.42)	(\$24,204.32)	(\$8,336.78)	\$58,214.30	\$126,709.55	\$8,643.88	(\$48,296.92)	(\$11,135.85)	(\$33,971.60)	(\$44,578.87)	(\$8,844.00)
Closing Balance	\$510,473.70	\$473,739.70	\$473,284.28	\$449,095.31	\$440,758.53	\$499,354.26	\$626,051.36	\$634,838.05	\$586,790.58	\$576,657.10	\$543,155.53	\$498,296.46	\$534,311.53