



Income Statement as of March 31, 2020

Revenues	\$105,086.43
Sponsorship	\$48,092.08
Event Registration	\$46,359.35
Membership Dues	\$10,635.00
Expenses	-\$95,544.79
Operating Expense	-\$15,941.32
Event Expense	-\$79,603.47
Net Profit	\$9,541.64

BALANCES

Beginning Bank Balance (1 April 2019)	\$46,289.79
End of Year Bank Balance (31 March 2020)	<u>\$55,831.43</u>
Difference in Bank Balances	\$9,541.64

Year-Over-Year Comparison and Notes

	FY19/20	FY18/19	Difference	Percentage Change	Notes
Total Revenue	\$105,086.43	\$134,918.51	-\$29,832.08	-22.11	
Sponsorship	48,092.08	\$60,000.00	-\$11,907.92	-19.85	
Membership Dues	10,635.00	\$11,986.00	-\$1,351.00	-11.27	
Event Fees	46,359.35	\$61,580.00	-\$15,220.65	-24.72	Includes \$16k collected for Spring Conference which is being held in reserve to ensure full coverage for refund requests that may come in the future.
Other Revenue	0.00	\$1,352.51	-\$1,352.51	-100.00	
Total Expenses	95,544.79	\$120,066.13	-\$24,521.34	-20.42	
Operational Expenses	15,941.32	\$33,335.06	-\$17,393.74	-52.18	FY18/19 costs were higher than usual - a number of operational improvement projects were undertaken.
Event Expenses	79,603.47	\$86,731.07	-\$7,127.60	-8.22	Decrease as a result of not holding the Spring Conference.
Bank Balance	55,831.43	\$46,289.79	\$9,541.64	20.61	