

# Profit & Loss

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## Millinery Association of Australia Inc For the 12 months ended 31 October 2018

	Oct-18	Oct-17
<b>Income</b>		
200 - Membership Fees	18,525	14,920
210 - Sales - Pop Up Shop	-	10,735
220 - Sales - Functions & Events	7,605	3,971
221 - Conference fees	17,250	94,270
230 - Conference-sponser	200	9,820
231 - Conference-trader	-	3,853
260 - Other Revenue	688	230
270 - Interest Income	553	221
311 - Conference - Functions	-	(18,320)
<b>Total Income</b>	<b>44,820</b>	<b>119,699</b>
<b>Less Cost of Sales</b>		
310 - Cost of Goods Sold	-	270
312 - Conference - Other Exps	2,928	22,530
313 - Conference-tutors fees	4,900	44,698
320 - Pop Up Shop - wages	-	3,163
324 - Pop Up Shop - Hats	-	22,079
325 - less: Hat Commission	-	(133)
328 - Pop Up shop expenses	-	(50)
<b>Total Cost of Sales</b>	<b>7,828</b>	<b>92,556</b>
<b>Gross Profit</b>	<b>36,992</b>	<b>27,143</b>
<b>Less Operating Expenses</b>		
400 - Advertising	605	2,655
404 - Bank Fees	586	1,092
412 - Consulting & Accounting	782	1,566
413 - computer/web	615	1,346
420 - Entertainment	-	109
423 - Events - Social (net)	-	(1)
425 - Freight & Courier	1,138	-
427 - Prizes and donations	3,430	3,130
429 - General Expenses - Committee	3,411	1,314
433 - Insurance	1,703	2,027
441 - Legal expenses	57	578
460 - Photography	1,937	1,197
461 - Printing & Stationery	1,492	3,184
469 - Room Rent	576	650
473 - Repairs and Maintenance	-	9
475 - Subscriptions	550	550
480 - Travel - National	2,907	2,765
<b>Total Operating Expenses</b>	<b>19,790</b>	<b>22,167</b>
<b>Net Profit</b>	<b>17,202</b>	<b>4,976</b>