

| | Year end 31/3/2020 *) | Year end 31/3/2021 *) | Year end 31/3/2022 **) | Forecast 2023 | Notes |
|--|-----------------------|-----------------------|------------------------|---------------|--|
| Revenue | | | | | |
| Certification Fees | \$19,124.50 | \$17,825.00 | \$15,502.33 | \$18,480.00 | Assumes a nett increase of 2 members (132 @ \$140ea) |
| Interest | \$7.17 | \$6.00 | \$2.88 | | |
| AGM 2019 Regional Contributions (held in Wellington) | \$4,283.19 | - | - | | |
| Merchandise - signs | \$275.31 | \$603.04 | \$0.00 | | |
| Sundry income - overpayment cert fees (\$300) + Covid wage subsidy (\$4,200) | \$520.00 | \$4,500.00 | \$0.00 | | |
| OFNZ / MPI Food Control Plan - Member fees | \$3,130.43 | \$160.00 | \$2,709.35 | \$200.00 | |
| Total Income | \$27,341.00 | \$23,094.00 | \$18,214.56 | \$18,680.00 | |
| <i>FOR COMPARISON (ex GST)</i> | \$23,774.78 | \$20,081.74 | | | <i>Shows decline in income</i> |
| Expenses (2021 & 2022) | | | | | |
| AGM 2019 Expenses (Wellington) | \$4,749.06 | - | | | |
| Charities Commission Annual Fees | \$51.11 | \$51.11 | | | |
| Marketing and Promotions (incl HR costs) | - | \$507.00 | | | |
| NCC Expenses/Travel | \$1,063.94 | \$2,503.37 | | | |
| OANZ Contribution & Market Report | \$575.00 | \$1,075.00 | | | |
| National Administrator Salary (incl. ACC levies & PAYE) | \$11,856.23 | \$11,913.60 | | | |
| Website and Zoom | | | | | |
| Telephone | | | | | |
| Contract services | | | | | |
| Stationery & Photocopying | \$2,229.57 | \$1,393.33 | | | |
| Sundry expenses- buz card. gifts | \$520.00 | \$300.00 | | | |
| MPI Food Control Plan Costs | \$2,461.09 | \$426.94 | | | |
| Total Expenses | \$23,506.00 | \$18,170.00 | | | |
| Expenses (2022 onwards) | | | | | |
| Advertising and Marketing | | | \$460.00 | \$0.00 | |
| Contract Services | | | \$5,334.60 | \$15,000.00 | Increase due to replacing payroll with contract |
| Credit card | | | \$98.51 | | |
| Gifts | | | \$423.48 | | |
| Miscellaneous expense | | | \$82.61 | | |

| | Year end 31/3/2020 *) | Year end 31/3/2021 *) | Year end 31/3/2022 **) | Forecast 2023 | Notes |
|---|-----------------------|-----------------------|------------------------|---------------|---------------------------|
| Office Supplies | | | \$86.19 | | |
| Payroll – Govt taxes | | | \$1,784.00 | | |
| Payroll – Salary & Wages | | | \$5,420.93 | | |
| Postage & Delivery | | | \$293.73 | | |
| Printing and Stationery | | | \$12.16 | | |
| S/W, Internet, and Website | | | \$430.73 | \$500.00 | |
| Subscriptions | | | \$417.39 | \$400.00 | |
| Taxes e.g. Charities Comm | | | \$51.11 | \$52.00 | |
| Telephone | | | \$142.43 | \$300.00 | |
| Travel Expenses | | | \$928.46 | \$500.00 | |
| Refresh - \$2k | | | | \$2,000.00 | |
| Constitution - I'd suggest \$1k (Jenny?) we may need some | | | | \$1,000.00 | |
| Regulations - \$1k | | | | \$1,000.00 | |
| Communications (NEW) - \$3k | | | | \$3,000.00 | |
| Education / Training (NEW) - preparation on auditing and CM roles \$1k | | | | \$1,000.00 | |
| Operational - \$2k | | | | \$2,000.00 | |
| Technical - most likely tied in with communications and revamping our communications. | | | | \$500.00 | |
| Total Expenses | \$23,506.00 | \$18,170.00 | \$15,966.33 | \$27,252.00 | |
| <i>FOR COMPARISON (ex GST)</i> | \$21,986.46 | \$17,353.95 | | | Shows decline in expenses |
| Current Assets | | | | | |
| Cash in bank - 00 account | \$10,940.00 | \$14,017.05 | \$16,823.23 | | |
| Signs | \$1,000.00 | \$500.00 | \$500.00 | | |
| Accounts receivable | \$315.00 - | | | | |
| Total Assests | \$12,255.00 | \$14,517.00 | \$17,880.94 | | |
| Current Liabilities | | | | | |
| Accounts payable | - | | | | |
| Total Liabilities | | | | | |
| Cash Movement | | | | | |
| Revenue | \$27,340.60 | \$23,094.04 | \$18,214.56 | \$18,680.00 | |
| Less expenses | \$23,506.00 | \$18,170.35 | -\$15,966.33 | -\$27,252.00 | |
| Accruals - Accounts receivable | \$315.00 | - | | | |
| Less Accruals - Accounts payable | - | - | | | |
| GST credit | | | \$2,885.38 | | |
| GST debit | | | -\$2,326.87 | | |

| | Year end 31/3/2020 *) | Year end 31/3/2021 *) | Year end 31/3/2022 **) | Forecast 2023 | Notes |
|--|-----------------------|-----------------------|------------------------|--------------------|-------|
| GST to pay (accounts payable) | | | -\$558.51 | | |
| Net Surplus/Deficit | \$2,008.00 | \$3,077.00 | \$2,248.23 | -\$8,572.00 | |
| Profit %age | 7.34% | 13.32% | 12.34% | -\$0.46 | |
| Year End | | | | | |
| Cash in bank at 1 April | \$6,193.00 | \$10,940.00 | \$14,017.05 | \$16,823.83 | |
| Cash in bank at 31 March | \$10,940.00 | \$14,017.05 | \$16,823.83 | \$8,251.83 | |
| Movement in Funds | \$4,747.00 | \$3,077.00 | \$2,806.78 | -\$8,572.00 | |
| Accounts receivable | \$315.00 | - | | | |
| Accounts payable | - | - | -\$558.51 | | |
| Net Assets | \$315.00 | - | \$2,248.27 | | |
| Working Capital | \$11,255.00 | \$14,017.00 | \$16,265.32 | \$8,251.83 | |
| Notes: | | | | | |
| *) For year ending 31/3/20 and 31/3/21 income and expenses INCLUDE GST | | | | | |
| **) For year ending 31/3/22 figures EXCLUDE GST | | | | | |
| Unable to claim GST on travel expenses or gifts as receipts not provided | | | | | |
| Profit is 12.34% | | | | | |