

**Profit & Loss**  
**Institute of Transportation Engineers Australian and New Zealand Section**  
**For the 12 months ended 31 December 2015**

	Dec-15	Dec-14	Dec-13
<b>Income</b>			
Annual Sponsorship	\$5,000.00	\$5,500.00	\$500.00
Award Sponsorship	\$7,863.65	\$1,000.00	\$909.09
Event Fees	\$11,824.69	\$10,797.76	\$7,704.64
Event Sponsorship	\$3,700.00	\$3,500.00	\$4,772.73
Seminar Sponsorship	\$500.00	\$0.00	\$0.00
<b>Total Income</b>	<b>\$28,888.34</b>	<b>\$20,797.76</b>	<b>\$13,886.46</b>
<b>Less Cost of Sales</b>			
Award costs	\$6,222.63	\$2,594.43	\$2,735.15
Event Costs	\$13,063.39	\$8,394.93	\$7,812.90
Seminar costs	\$1,601.45	\$956.35	\$0.00
<b>Total Cost of Sales</b>	<b>\$20,887.47</b>	<b>\$11,945.71</b>	<b>\$10,548.05</b>
<b>Gross Profit</b>	<b>\$8,000.87</b>	<b>\$8,852.05</b>	<b>\$3,338.41</b>
<b>Plus Other Income</b>			
Interest Income	\$480.49	\$634.28	\$505.61
Other Revenue	\$0.00	\$295.00	\$963.22
<b>Total Other Income</b>	<b>\$480.49</b>	<b>\$929.28</b>	<b>\$1,468.83</b>
<b>Less Operating Expenses</b>			
Bank Fees	\$51.20	\$23.45	\$37.90
Consulting & Accounting	\$304.51	\$257.04	\$0.00
General Expenses	\$248.52	\$206.73	\$119.27
Legal expenses	\$48.18	\$0.00	\$0.00
Meeting costs	\$173.25	\$8.50	\$17.90
Telephone & Internet	\$0.00	\$0.00	\$916.50
Website	\$5,540.94	\$475.00	\$5,440.00
<b>Total Operating Expenses</b>	<b>\$6,366.60</b>	<b>\$970.72</b>	<b>\$6,531.57</b>
<b>Net Profit</b>	<b>\$2,114.76</b>	<b>\$8,810.61</b>	<b>-\$1,724.33</b>