

**Profit & Loss [With Last Year]**

January 2023 To December 2023

	This Year	% of Sales	Last Year	LY % of Sales
<b>Income</b>				
Deposits	\$635.00	0.1%	\$0.00	0.0%
Contract RPBS	\$54,545.40	9.1%	\$59,545.45	8.3%
Contract Recovery Costs RPBS	\$942.70	0.2%	\$898.45	0.1%
AHN Advertising Income	\$14,027.27	2.3%	\$16,927.27	2.4%
AHN - Newsagent Sales Income	\$18.09	0.0%	\$1,192.73	0.2%
AHN Subscription	\$50.00	0.0%	\$400.00	0.1%
<b>Championship Income</b>				
Admin/Facility/Catalogue - Championship	\$12,354.55	2.1%	\$15,444.10	2.2%
Processing	\$5,668.68	0.9%	\$0.00	0.0%
Advertising - Championships	\$454.54	0.1%	\$0.00	0.0%
Entry Fees - Championship	\$31,154.55	5.2%	\$45,738.63	6.4%
Stable Fees - Championship	\$23,872.73	4.0%	\$34,607.24	4.8%
Bedding - Championship	\$12,261.82	2.0%	\$13,074.54	1.8%
BOND stable cabin camping	\$150.00	0.0%	\$1,765.00	0.2%
Sponsorship - Championship	\$28,215.44	4.7%	\$35,193.64	4.9%
Raffle - Championship	\$2,920.00	0.5%	\$0.00	0.0%
Swabbing - Championship	\$0.00	0.0%	\$484.55	0.1%
Trade Tents - Championship	\$0.00	0.0%	\$354.54	0.0%
Cabins & Camping- Championship	\$10,204.54	1.7%	\$15,755.90	2.2%
Day Parking - Championship	\$0.00	0.0%	-\$45.00	0.0%
Donations Championships	\$7,000.00	1.2%	\$16,053.00	2.2%
Promotional Items Championships	\$0.00	0.0%	\$2,455.44	0.3%
Auction Proceeds Championship	\$100.00	0.0%	\$15,579.08	2.2%
<b>Total Championship Income</b>	<b>\$134,356.85</b>	<b>22.3%</b>	<b>\$196,460.66</b>	<b>27.4%</b>
<b>Insurance Income</b>				
Affiliates Insurance Liability	\$7,177.27	1.2%	\$7,440.90	1.0%
Day Public Liability Insurance	\$542.73	0.1%	\$1,349.09	0.2%
Personal Liability Insurance	\$0.00	0.0%	\$200.00	0.0%
<b>Total Insurance Income</b>	<b>\$7,720.00</b>	<b>1.3%</b>	<b>\$8,989.99</b>	<b>1.3%</b>
<b>JEC</b>				
JEC Income	\$227.27	0.0%	\$363.60	0.1%
<b>Total JEC</b>	<b>\$227.27</b>	<b>0.0%</b>	<b>\$363.60</b>	<b>0.1%</b>
<b>Membership Income</b>				
Affiliation Fee - Memberships	\$6,087.28	1.0%	\$6,354.55	0.9%
Affiliate Event Fee	\$1,129.54	0.2%	\$1,068.22	0.1%
Ordinary New - Memberships	\$77.27	0.0%	\$45.46	0.0%
Ordinary New- Memberships 2021	\$0.00	0.0%	\$245.46	0.0%
Ordinary Renewal - Memberships	\$472.72	0.1%	\$945.45	0.1%
Ordinary Renewal - Memberships 2021	\$613.63	0.1%	\$218.18	0.0%
Writeoff of old member credits - never used	\$1,377.60	0.2%	\$2,881.32	0.4%
Rounding amounts from MSRS Dissection report (GST rounding)	\$0.00	0.0%	\$0.22	0.0%
Membership all - New 2022	\$0.01	0.0%	\$37,431.39	5.2%
Membership all - Renewal 2022	\$195.59	0.0%	\$187,874.77	26.2%
Membership all - New 2023	\$37,372.62	6.2%	\$0.00	0.0%
Membership all - Renewal 2023	\$176,335.93	29.3%	\$0.00	0.0%
<b>Total Membership Income</b>	<b>\$223,662.19</b>	<b>37.1%</b>	<b>\$237,065.02</b>	<b>33.0%</b>
<b>Merchandise Income</b>				
Sales - Merchandise	\$145.45	0.0%	\$340.77	0.0%
Arabian Hoofprints In History	\$846.36	0.1%	\$3,108.77	0.4%
<b>Total Merchandise Income</b>	<b>\$991.81</b>	<b>0.2%</b>	<b>\$3,449.54</b>	<b>0.5%</b>

This report includes Year-End Adjustments.

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January 2023 To December 2023

	This Year	% of Sales	Last Year	LY % of Sales
Postage Income				
Postage Income	\$393.47	0.1%	\$262.73	0.0%
Registry Income				
Imported Horses - Reg	\$2,100.00	0.3%	\$3,700.00	0.5%
Purebred Arabian Registrations				
Gelding Purebred - Reg	\$4,036.34	0.7%	\$4,341.25	0.6%
Mare Purebred - Reg	\$16,213.64	2.7%	\$16,898.00	2.4%
Stallion Purebred - Reg	\$7,504.53	1.2%	\$12,740.68	1.8%
Total Purebred Arabian Registrations	\$27,754.51	4.6%	\$33,979.93	4.7%
Anglo Arabian Registrations				
Gelding Anglo - Reg	\$1,036.38	0.2%	\$981.90	0.1%
Mare Anglo - Reg	\$2,895.46	0.5%	\$1,581.82	0.2%
Stallion Anglo - Reg	\$0.00	0.0%	\$627.26	0.1%
Total Anglo Arabian Registrations	\$3,931.84	0.7%	\$3,190.98	0.4%
Partbred Arabian Registrations				
Gelding Partbred - Reg	\$2,509.06	0.4%	\$2,332.01	0.3%
Mare Partbred - Reg	\$7,531.84	1.2%	\$8,199.96	1.1%
Stallion Partbred - Reg	\$1,481.81	0.2%	\$699.99	0.1%
Total Partbred Arabian Registrations	\$11,522.71	1.9%	\$11,231.96	1.6%
Arabian Pony Registrations				
Gelding Pony - Reg	\$872.72	0.1%	\$854.61	0.1%
Mare Pony - Reg	\$3,363.62	0.6%	\$2,713.59	0.4%
Stallion Pony - Reg	\$418.19	0.1%	\$554.53	0.1%
Total Arabian Pony Registrations	\$4,654.53	0.8%	\$4,122.73	0.6%
Quarab Registrations				
Gelding Quarab - Reg	\$54.54	0.0%	\$54.55	0.0%
Mare Quarab - Reg	\$386.37	0.1%	\$231.81	0.0%
Total Quarab Registrations	\$440.91	0.1%	\$286.36	0.0%
Arab Riding Pony Registrations				
Gelding Riding Pony - Reg	\$1,090.94	0.2%	\$1,677.42	0.2%
Mare Riding Pony - Reg	\$4,027.25	0.7%	\$3,831.84	0.5%
Stallion Riding Pony - Reg	\$249.99	0.0%	\$622.72	0.1%
Total Arab Riding Pony Registrations	\$5,368.18	0.9%	\$6,131.98	0.9%
Arab Stockhorse Registrations				
Gelding Stockhorse - Reg	\$272.72	0.0%	\$54.55	0.0%
Mare Stockhorse - Reg	\$777.28	0.1%	\$772.70	0.1%
Stallion Stockhorse - Reg	\$0.00	0.0%	\$77.27	0.0%
Total Arab Stockhorse Registrations	\$1,050.00	0.2%	\$904.52	0.1%
Arab Warmblood Registrations				
Gelding Warmblood - Reg	\$327.26	0.1%	\$381.85	0.1%
Mare Warmblood - Reg	\$986.40	0.2%	\$1,177.25	0.2%
Stallion Warmblood - Reg	\$268.18	0.0%	\$245.45	0.0%
Total Arab Warmblood Registrations	\$1,581.84	0.3%	\$1,804.55	0.3%
Registry - Foal Recording				
Purebred - Foal Recording	\$5,309.08	0.9%	\$6,813.88	0.9%
Anglo - Foal Recording	\$509.10	0.1%	\$436.38	0.1%
Partbred - Foal Recording	\$2,327.29	0.4%	\$1,745.52	0.2%
Pony - Foal Recording	\$1,454.53	0.2%	\$1,672.79	0.2%
Riding Pony - Foal Recording	\$872.72	0.1%	\$1,236.41	0.2%
Stockhorse - Foal Recording	\$218.18	0.0%	\$145.46	0.0%

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Warmblood - Foal Recording	\$436.35	0.1%	\$509.11	0.1%
Total Registry - Foal Recording	\$11,127.25	1.8%	\$12,559.55	1.7%
Registry - Transfers & Leases				
Purebred - Transfers	\$18,952.33	3.1%	\$22,051.57	3.1%
Leases	\$4,018.17	0.7%	\$2,931.78	0.4%
Anglo - Transfers	\$1,590.90	0.3%	\$1,700.04	0.2%
Partbred - Transfers	\$5,804.56	1.0%	\$5,267.66	0.7%
Half Arabian - Transfers	\$790.90	0.1%	\$359.10	0.1%
Pony - Transfers	\$3,231.77	0.5%	\$2,959.15	0.4%
Quarab - Transfers	\$127.27	0.0%	\$100.00	0.0%
Riding Pony - Transfers	\$3,463.68	0.6%	\$3,372.82	0.5%
Stockhorse - Transfers	\$545.46	0.1%	\$322.73	0.0%
Warm Blood - Transfers	\$938.65	0.2%	\$1,452.29	0.2%
Performance Index - Transfers	\$840.87	0.1%	\$688.66	0.1%
Total Registry - Transfers & Leases	\$39,463.69	6.5%	\$40,517.14	5.6%
Performance Index Registration				
Performance Index - All Sexes	\$2,890.88	0.5%	\$4,086.29	0.6%
Total Performance Index Registration	\$2,890.88	0.5%	\$4,086.29	0.6%
Half Arabian				
Half Arabian Colt	\$290.90	0.0%	\$436.38	0.1%
Half Arabian Female	\$1,590.93	0.3%	\$1,645.46	0.2%
Half Arabian Gelding	\$399.97	0.1%	\$500.04	0.1%
Half Arabian Stallion	\$377.28	0.1%	\$322.72	0.0%
Total Half Arabian	\$2,659.08	0.4%	\$2,904.60	0.4%
Registry Income Miscellaneous				
AI Documents	\$1,672.72	0.3%	\$1,490.85	0.2%
AI/NOM Fees	\$1,663.64	0.3%	\$1,786.39	0.2%
Bank Fees Oncharged	\$0.00	0.0%	\$22.73	0.0%
Duplicate Certificates	\$1,363.63	0.2%	\$1,481.94	0.2%
Embryo Transfers	\$327.31	0.1%	\$381.78	0.1%
Exported Horse Fees	\$1,000.00	0.2%	\$4,560.00	0.6%
Handling Fees	\$272.73	0.0%	\$463.60	0.1%
Overseas Semen used in Aust.	\$818.18	0.1%	\$463.59	0.1%
Service Certificates	\$4,034.81	0.7%	\$5,545.30	0.8%
Stallion Nomination Fee	\$3,531.82	0.6%	\$4,364.78	0.6%
Stud Prefix	\$954.55	0.2%	\$1,460.08	0.2%
Sundry Registry Income	\$181.82	0.0%	\$204.55	0.0%
Total Registry Income Miscellaneous	\$15,821.21	2.6%	\$22,225.59	3.1%
Fine - Drug Testing	\$345.45	0.1%	\$0.00	0.0%
Total Registry Income	\$131,552.95	21.8%	\$148,334.84	20.7%
Sponsorships Received				
General - Sponsorships	\$200.00	0.0%	\$0.00	0.0%
Total Sponsorships Received	\$200.00	0.0%	\$0.00	0.0%
Testing Income				
All Testing (DNA,SCID,LFS,CA)	\$33,295.51	5.5%	\$44,054.48	6.1%
Total Testing Income	\$33,295.51	5.5%	\$44,054.48	6.1%
Sundry Income				
Sundry Income	\$20.00	0.0%	\$0.00	0.0%
Total Sundry Income	\$20.00	0.0%	\$0.00	0.0%
<b>Total Income</b>	<b>\$602,638.51</b>	<b>100.0%</b>	<b>\$717,944.76</b>	<b>100.0%</b>

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**Profit & Loss [With Last Year]**

January 2023 To December 2023

	This Year	% of Sales	Last Year	LY % of Sales
Total Cost Of Sales	\$0.00	0.0%	\$0.00	0.0%
Gross Profit	\$602,638.51	100.0%	\$717,944.76	100.0%
<b>Expenses</b>				
General Expenses				
AHN Expenses	\$45,743.89	7.6%	\$28,685.66	4.0%
Accounting/Audit Fees	\$14,450.00	2.4%	\$15,340.00	2.1%
Advertising & Marketing	\$365.00	0.1%	\$1,234.55	0.2%
Awards - honorary & prizes	\$15.91	0.0%	\$2,922.72	0.4%
Awards - vouchers given	\$181.82	0.0%	\$181.82	0.0%
Bank Fees	\$0.00	0.0%	\$43.72	0.0%
Bank Merchant Fees	\$1,894.54	0.3%	\$1,857.46	0.3%
Bank Other Payment Facilities (inc Paypal)	\$0.00	0.0%	\$954.24	0.1%
Nominate Processing Fees	\$11,279.67	1.9%	\$0.00	0.0%
Total General Expenses	\$11,279.67	1.9%	\$0.00	0.0%
Body Corporate Fees	\$2,849.94	0.5%	\$2,742.46	0.4%
Bookkeeping Fees	\$4,081.59	0.7%	\$4,471.58	0.6%
Christmas Party (Staff)	\$41.36	0.0%	\$1,063.54	0.1%
Cleaning	\$240.12	0.0%	\$483.49	0.1%
Computer Expenses (combined pre 2021)	\$123.64	0.0%	\$336.36	0.0%
Computer Expenses- Hardware	\$0.00	0.0%	\$183.64	0.0%
Computer Expenses - Subscriptions	\$15,629.82	2.6%	\$15,079.97	2.1%
Computer Expenses - Support, Maintenance, Troubleshooting	\$6,026.07	1.0%	\$12,315.55	1.7%
Website Expenses	\$462.93	0.1%	\$489.97	0.1%
Council - Rates	\$1,996.75	0.3%	\$1,786.07	0.2%
Council - Water	\$907.79	0.2%	\$480.32	0.1%
Amortisation and Depreciation	\$5,436.00	0.9%	\$5,968.00	0.8%
Directors Expenses				
Directors Accomodation	\$0.00	0.0%	\$893.45	0.1%
Directors Air Fares	\$0.00	0.0%	\$3,712.72	0.5%
Directors Travel Exp	\$0.00	0.0%	\$568.55	0.1%
Directors Other	\$289.90	0.0%	\$383.49	0.1%
Total Directors Expenses	\$289.90	0.0%	\$5,558.21	0.8%
DNA & Genetic Testing	\$20,742.75	3.4%	\$44,159.97	6.2%
Election Expenses	\$317.27	0.1%	\$1,574.00	0.2%
Electricity	\$5,192.42	0.9%	\$3,149.47	0.4%
Judges Expenses	\$106.82	0.0%	\$644.02	0.1%
Judges Exec. Committee Exp	\$200.00	0.0%	\$0.00	0.0%
Legal Fees	\$344.00	0.1%	\$953.00	0.1%
Consultancy Fees	\$3,750.30	0.6%	\$0.00	0.0%
Service Fee	\$249.65	0.0%	\$0.00	0.0%
Company Secretariat Services	\$2,520.00	0.4%	\$0.00	0.0%
Maintenance - Building	\$2,645.36	0.4%	\$645.00	0.1%
Maintenance Equipment	\$371.35	0.1%	\$1,024.00	0.1%
Office Equipment	\$91.15	0.0%	\$477.12	0.1%
Postage/Courier Charges	\$14,648.98	2.4%	\$15,557.37	2.2%
Printing (excl Printer Lease)	\$3,851.63	0.6%	\$3,511.78	0.5%
Printing - Printer lease	\$12,964.76	2.2%	\$14,753.04	2.1%
Promotions Purchases	\$0.00	0.0%	\$2,905.45	0.4%
Prov for Annual Leave - expense	\$5,781.24	1.0%	-\$43,201.67	(6.0)%
Provision for LSL - expense	\$8,616.13	1.4%	-\$71,107.41	(9.9)%

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Refunds - General	-\$136.37	0.0%	\$0.00	0.0%
Staff Amenities	\$365.83	0.1%	\$554.46	0.1%
Stationery	\$1,657.58	0.3%	\$5,788.39	0.8%
Sponsorship Paid	\$454.55	0.1%	\$465.91	0.1%
Subscriptions, Licences, Permits & Memberships etc	\$1,907.87	0.3%	\$1,580.86	0.2%
Telephone, Fax & Internet	\$7,460.98	1.2%	\$7,522.55	1.0%
Testing Expenses(excl. DNA)	\$84.55	0.0%	\$0.00	0.0%
WAHO Expenses	\$0.00	0.0%	\$5,903.59	0.8%
WAHO inventory revaluation	-\$660.00	(0.1)%	\$0.00	0.0%
WAHO Annual Fee	\$1,439.54	0.2%	\$1,482.50	0.2%
WAHO Annual Foal Levy	\$2,763.91	0.5%	\$2,387.83	0.3%
WAHO IAM fee	\$0.00	0.0%	\$98.83	0.0%
Championships				
Advertising Promotion Photos Videos	\$3,090.91	0.5%	\$1,454.54	0.2%
Auction expenses AANC	\$0.00	0.0%	\$174.20	0.0%
Bedding	\$11,060.92	1.8%	\$12,073.27	1.7%
Cabins	\$3,829.08	0.6%	\$4,629.10	0.6%
Camping	\$3,861.82	0.6%	\$4,358.18	0.6%
Caravans	\$695.55	0.1%	\$0.00	0.0%
Catalogue	\$3,340.00	0.6%	\$3,160.00	0.4%
Catering & Hospitality	\$8,205.36	1.4%	\$11,924.26	1.7%
Daystay	\$160.00	0.0%	\$171.83	0.0%
Entertainment & Announcer	\$0.00	0.0%	\$400.00	0.1%
Exhibitor expenses	\$96.12	0.0%	\$1,201.66	0.2%
Gifts	\$0.00	0.0%	\$490.91	0.1%
Golf Carts	\$3,290.00	0.5%	\$2,233.07	0.3%
Helpers Expenses/Travel/ Accomodation	\$5,281.59	0.9%	\$2,783.64	0.4%
JudgesAccomodation/Hospitalit	\$5,202.05	0.9%	\$5,242.60	0.7%
Judges Expenses - Dressage	\$277.00	0.0%	\$435.00	0.1%
Judges Airfares & Travel Australlia	\$787.81	0.1%	\$1,316.52	0.2%
Judges Airfares & Travel International	\$9,232.99	1.5%	\$2,439.20	0.3%
Prize money	\$6,000.00	1.0%	\$0.00	0.0%
Refunds Championships	\$536.36	0.1%	\$2,163.06	0.3%
Sashes	\$15,216.28	2.5%	\$15,112.44	2.1%
Scoring System	\$0.00	0.0%	\$1,973.50	0.3%
Show Coordinator expenses	\$400.00	0.1%	\$1,545.45	0.2%
Stables	\$17,746.19	2.9%	\$19,084.54	2.7%
Sponsorship	\$180.54	0.0%	\$1,212.26	0.2%
Sundry Items	\$65.37	0.0%	\$0.00	0.0%
Swabbing & Vet	\$1,185.17	0.2%	\$1,108.31	0.2%
Trophies	\$19,057.78	3.2%	\$17,607.27	2.5%
Venue Hire & Associated Expenses	\$19,653.51	3.3%	\$22,065.68	3.1%
Cleaning Expenses	\$6,372.95	1.1%	\$6,301.37	0.9%
Trade Stalls	\$276.83	0.0%	\$265.45	0.0%
Security	\$352.72	0.1%	\$0.00	0.0%
<b>Total Championships</b>	<b>\$145,454.90</b>	<b>24.1%</b>	<b>\$142,927.31</b>	<b>19.9%</b>
Payroll Expenses				
Wages & Salaries Expenses	\$167,612.39	27.8%	\$340,369.70	47.4%
Work Cover Premiums	\$1,294.72	0.2%	\$381.17	0.1%
Superannuation Expense	\$17,480.52	2.9%	\$19,924.47	2.8%
Adjustments & Rounding	\$0.49	0.0%	-\$0.46	0.0%
<b>Total Payroll Expenses</b>	<b>\$186,388.12</b>	<b>30.9%</b>	<b>\$360,674.88</b>	<b>50.2%</b>

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Insurance Expenses				
Business Insurance	\$1,522.97	0.3%	\$1,490.56	0.2%
Liability Insurance	\$50,403.48	8.4%	\$50,090.20	7.0%
Broker Fee	\$3,426.49	0.6%	\$2,941.74	0.4%
Underwriter Fee	\$150.00	0.0%	\$150.00	0.0%
Stamp Duty	\$5,159.57	0.9%	\$5,188.69	0.7%
ESL	\$310.32	0.1%	\$302.43	0.0%
Personal Accident	\$0.00	0.0%	\$950.00	0.1%
<b>Total Insurance Expenses</b>	<b>\$60,972.83</b>	<b>10.1%</b>	<b>\$61,113.62</b>	<b>8.5%</b>
<b>Total Expenses</b>	<b>\$602,564.84</b>	<b>100.0%</b>	<b>\$667,725.20</b>	<b>93.0%</b>
<b>Operating Profit</b>	<b>\$73.67</b>	<b>0.0%</b>	<b>\$50,219.56</b>	<b>7.0%</b>
Other Income				
Interest Income	\$1,357.22	0.2%	\$314.24	0.0%
Australian Government National Energy Bill Relief Package	\$325.00	0.1%	\$0.00	0.0%
Vanguard income- VAS	\$5,465.76	0.9%	\$9,575.01	1.3%
Vanguard income -VHY	\$7,161.76	1.2%	\$9,421.83	1.3%
Vaneck Vectors income - QHAL shares	\$1,087.50	0.2%	\$925.00	0.1%
Sundry Income	\$181.82	0.0%	\$0.00	0.0%
Bowman Street Rental income				
Rent Bowman Street	\$3,385.72	0.6%	\$7,846.42	1.1%
Outgoings relating to rent Bowman Street	\$0.00	0.0%	\$454.55	0.1%
<b>Total Other Income</b>	<b>\$18,964.78</b>	<b>3.1%</b>	<b>\$28,537.05</b>	<b>4.0%</b>
Other Expenses				
Loss on disposal of asset	\$269.00	0.0%	\$268.00	0.0%
Lease Bowman Street expenses				
Management & Letting Fees	\$203.14	0.0%	\$787.09	0.1%
Postage & Sundries relating to Lease	\$4.54	0.0%	\$31.82	0.0%
Cleaning & Maintenance relating to lease	\$0.00	0.0%	\$122.73	0.0%
<b>Total Other Expenses</b>	<b>\$476.68</b>	<b>0.1%</b>	<b>\$1,209.64</b>	<b>0.2%</b>
<b>Net Profit/(Loss)</b>	<b>\$18,561.77</b>	<b>3.1%</b>	<b>\$77,546.97</b>	<b>10.8%</b>

This report includes Year-End Adjustments.