

Appendix "C"

Strata Community Australia (WA) 2017-18 Proposed Budget

Income

Sponsorship	\$159,800
Memberships	\$77,000
Events	\$227,000
Interest Received	\$1,500
Other	\$3,500
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	\$468,800

Expenses

Advocacy & Political Engagement	\$10,000
Advertising & Promotion	\$42,000
Accounting Fees	\$3,500
Bank Charges	\$3,000
Bookkeeping	\$15,000
Event Expenses	\$254,000
Education Material	\$20,400
Depreciation	\$2,500
Employee Expenses	\$170,600
Equipment	\$1,500
General Expenses	\$4,500
Insurance	\$6,100
Legal Fees	\$30,000
Office Costs	\$18,500
SPS Implementation	\$20,000
Rent	\$40,000
Staff Training	\$3,000
Subscriptions	\$65,000
Telephone & Internet	\$3,500
Travel & Accommodation Expenses	\$10,000
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	\$723,100

Opening Balance	<hr/>
	\$441,166
Budgeted Operating Profit Before Income Tax	<hr/>
	-\$254,300
Closing Balance	<hr/>
	\$186,866

Proposed Budget 2017/2018

Assumptions

Income

- *'Cents Per Lot'*

Membership model is to remain the same with no proposed increase in fees, albeit recalibrated based on known number of lots under management.

- *Memberships*

It is proposed to move this from a calendar to financial year period, hence budget only factors 6 months' of membership fees (for the period January to June 2018).

- *Sponsorships*

Is based on known income for this financial period.

Expenditure

- *Advertising & Promotion*

Proposed increase of \$10K (up from \$32K last year) to allow for greater marketing and promotional activities.

- *Education Material*

Allows for production and printing of fact sheets, best practice guides and other education material.

- *Employee Expenses*

Increase of \$18K (inclusive of Superannuation), factors in full 12 months of FTE salaries following staff changes in December 2016 as well as a small increase for staff performance.

- *Event Expenses*

Category now consolidated and inclusive of all education and Professional Development events, the Symposium, Principals Retreat, Awards Gala and x3 social events all designed to be break-even if not slightly profitable events.

- *SPS*

Proposed expenditure has been brought forward from 2016/17 to allow further development & implementation this year.

*A projected deficit of approximately \$261K is anticipated primarily due to:

- Only 50% of the Membership Income (\$77K of \$154K) being raised this financial year whilst we transition to a financial year period, with this to correct in 2018/19; and
- \$180K of 2017/18 Sponsorship Income is reflected in the opening balance.