

# Petanque Federation Australia Ltd

ABN 76 099 110460. ACN 099 110460

## Annual Report 2018



## Table of Contents

1	Agenda Annual General Meeting 2018 .....	3
2	Minutes of the AGM 2017 .....	4
3	President's report.....	5
3.1	Introduction.....	5
3.2	Constitutional Change .....	5
3.3	Communications.....	6
3.4	Membership .....	6
3.5	Umpiring.....	6
3.6	Coaching .....	7
3.7	State Leagues .....	7
3.8	International Events .....	7
3.9	National competitions.....	8
3.10	Business Plan .....	8
3.11	Financial Reporting.....	8
3.12	The Future .....	8
4	Financial Report.....	9
4.1	Balance Sheet .....	9
4.2	Profit and Loss .....	10
4.3	Recent years comparisons.....	11
4.4	Budget 2019 .....	12

# 1 Agenda Annual General Meeting 2018

## Petanque Federation Australia

Annual General Meeting Thursday 29<sup>th</sup> March 2018 at Caulfield Petanque Club at 6.00 p.m.

### AGENDA

1. President to welcome attendees
2. Apologies
3. Confirmation of delegates and voting rights
4. Confirmation of minutes of the previous Annual General Meeting –these have already been circulated and can also be viewed on the Petanque Federation Australia website.
5. President's Report
6. Financial report
7. Nominations for election of directors

Joe Corcoran , Colin Buckley, Mary Deakin, Max Chaperon were duly nominated according to the Constitution. As there were only four nominations , the nominees have all been elected to the Petanque Federation Australia Board of Directors.

8. Notices of Motion-Nil
9. Life Membership nominee

Ray Beaumont-has been nominated by the Petanque Federation Australia Board of Directors to be the third Life Member of the Federation.

10. Any other business pertaining to the Annual General Meeting.

### **Ray Beaumont**

Ray has been playing Pétanque for a long time(!) and first became an umpire in 1998; his umpires licence number is 002. He qualified as a national umpire in 2000 and has umpired at numerous National Championships around Australia since then, as well as regularly umpiring State Championships and Club competitions in SA.

Ray became National Chief Umpire in 2004 and continued in that role until he retired in 2014. During that period, he conducted umpire training, workshops and exams all over Australia. He still sets exam papers for umpires' courses being conducted by umpires in most states and willingly marks all the completed papers.

Ray has been part of the Umpires Commission for many years and has been heavily involved in the interpretation and drafting of the Australian versions of each amendment of the FIPJP International Rules of Petanque during that period.

Ray's contribution to umpiring in Pétanque over the last 20 years has been immeasurable. Many of us still consult him if we have a question about the interpretation of the rules or the finer points of umpiring.

## 2 Minutes of the AGM 2017

### **Minutes of The Adjourned Petanque Federation Australia Annual General Meeting held at Caulfield Petanque Club 14th April 2017**

#### **1. Opening**

President Joe Corcoran opened the meeting and welcomed those present.

#### **2 Apologies**

Sue Begley Boules Artiste P.C., Jeff Langdon, Sandra Webb and Leo Prior

#### **3. Confirmation of Delegates and Voting Rights and Those Present**

J. Corcoran , A Deramond , T Dando , D Shaw , C Caseris , C Jodun , G Thomas  
Subiaco P.C, Woodend Hanging Rock P.C., Bayswater P.C, Maison De France P.C., Safety Bay P.C.,  
Bayside Boules P.C., Newcastle P.C ., Mt Macedon P.C., Clochemerle P.C., Caulfield P.C.

#### **4. Confirmation Of the Minutes of the 2016 Annual General Meeting**

Moved S. Corcoran 2nd Andre Deramond

That the minutes of the 2016 annual general meeting as circulated to members and presented are a true and accurate record of that meeting.

Carried

#### **5 Presentation of Annual Reports**

##### **President's Report**

Even though the President's report had already been circulated to members some present had not read it. The president shared it with those present.

Moved J. Corcoran 2nd G Thomas

That the president's report be accepted as presented to members

Carried

#### **6 End of Year Financial Report**

Moved G Thomas 2nd J Corcoran

That the End of Year Financial Report as presented and circulated to members be accepted

Carried.

Charles Jodun has offered to forward details on how to how the report could be better presented. eg Rename Cost of Sales as Expenses and a Profit and Loss Statement which compares to previous years. Those present thanked Charles for his offer of assistance.

#### **6 Nomination of Director**

Andre Deramond was nominated by Caulfield P.C.. As he was the only nomination Andre was reappointed as a Director for a further three years.

A vacancy exists for another director and two others may be appointed to fill positions where special requirements are needed.

The president Joe Corcoran will act as treasurer until another director is appointed to the position.

#### **7 General Business Nil**

#### **8 Notices of Motion Nil**

## 3 President's report

### 3.1 Introduction

This has been another year in which there have been significant changes to the way we operate. We held our first Easter Petanque Carnival, plus there are a lot of new developments to the on-line member's portal. There were also some great performances from our Australian teams on the international stage.

At the last AGM the treasurer Robin Anderson decided to retire. This left a vacancy on the board which we have not been able to fill. This year two more board members are required to stand down. Our Secretary Terry Dando is retiring and will not seek re-election. I as President will also stand down but will be seeking re-election. Fortunately, we have four candidates for election to the board at the AGM, so we will be able to fill all seven board positions.

During the year Sandra Webb retired from the board for personal reasons, her knowledge and experience was a great loss to the board.

Terry Dando has been great Secretary for the last four years, he has been a tireless worker, always available to answer any enquires or solve a problem, he will very hard to replace.

### 3.2 Constitutional Change

During the year, we amended the constitution to allow holders of official positions with member clubs to become Directors of the PFA Board. This change was made to make it easier for members to stand for election to the board without having to resign from a position they hold on their club committee. The motion was approved by a more than 75% majority at a special general meeting in December 2017. We believe it has been a worthwhile change and will continue to be so in the future.

#### Terry Dando

Terry has been the Secretary of PFA for more than four years and has done a tremendous job in that role. Apart from keeping the minutes of every board meeting and any other important meeting attended by the Board including the AGM each year, Terry has answered a constant flow of inquiries from Clubs and Players about an amazing range of subjects and on those occasions when he didn't know the answer, immediately he would find out the answer and ensure it was passed on to whoever asked the question.

One of Terry's most important jobs has been making sure that we were all properly insured at all times. During that time Terry made sure that the range of our coverage kept pace with advances in technology whilst ensuring that our premiums were always good value for money. He also looked after all our legal obligations and ensured that our relationships with government bodies were on a sound footing.

Terry has also been responsible for communicating all PFA policies and procedures and other important information about events to our Clubs and Members.

Whilst holding the position of Secretary, Terry has also found time to be an active umpire, qualified to a national level and a qualified State Coach.

Terry has been on the Player Selection Panel since it began and has played a role in the selection of some of Australia's most successful teams in recent years.

Terry will be greatly missed and his retirement will leave the Board with a gap which will be difficult to fill.

We wish Terry a long and enjoyable retirement but knowing Terry as we do we are sure he won't be spending his days sitting around doing nothing.

### 3.3 Communications

The past year our Director of Communications Jeff Langdon, has been instrumental in the development of a number of important initiatives to assist with the management of the organisation and communications amongst our constituent groups.

The PFA Members Portal was introduced in January 2017. The Portal allows member clubs and leagues to manage their licenced player details using on-line technologies rather than paper-based forms. Clubs and leagues can also use the portal for communicating with their own members.

During this year, we added extra functionality to the Portal to allow the organisation to Invoice members for player licences, affiliation fees and now tournament registrations. Receipts are also issued through the Portal.

In April 2017, we introduced a monthly email Newsletter which is sent to all licenced players, clubs and leagues (at least those whose email addresses we have). The Newsletter allows the PFA to directly communicate with players, something we have been wanting to do for a number of years.

Thirdly, the PFA has negotiated a Memorandum of Understanding with the owners of the MyPetanque tournament registration and results website to allow Leagues, Clubs and the Federation itself to use this important resource. This complements the Portal functionality giving the sector a comprehensive suite of online services.

The PFA website has been developed to include regular news items and a more comprehensive document repository. A new look website is also on the horizon.

### 3.4 Membership

Over the past year we have continued to see a growth in new members. We now have close to 1650 licenced players and 50 affiliated clubs. Over the coming year we will be working to increase that to more than 1700 licenced players and at least one more club.

During the year we also introduced a day licence, which enables clubs to allow a limited number of unlicenced players to take part in open club competitions. This was generally well supported and most believe it will make it easier for them to attract more licenced players.

### 3.5 Umpiring

Leo Prior has been working hard in his role of Umpiring Administrator. In addition to circulating all umpires reports and maintaining the records of umpires' qualifications, he has been cleaning up those records to ensure that we no longer have retired or other non-active umpires on our lists.

During the year, we held umpires workshops and training courses in Victoria, NSW and SA resulting in 8 new umpires being appointed.

Our Sport Director Andre Deramond, as the Chair of the Oceania umpire commission, set and ran umpires workshops and exams for the Oceania Confederation candidates in Christchurch and for the Tahiti Federation. He was also Chief umpire at the last Oceania championships in Christchurch.

### 3.6 Coaching

Patrick Dufresne, our National Coach, together with Gerard Finette, our administrative director of coaching, have developed guidelines in line with the recommendations of the FIPJP, which are now being used by coaches and players in a number different states.

They have also conducted coaching development courses over the last year in Victoria where 5 players obtained coaching qualifications, in NSW where another 5 players qualified as coaches and in SA where another player obtained his coaching qualification. PFA is looking forward to conducting a coaching development course in WA later this year.

In the middle of last year Patrick and Gerard conducted a very successful boot camp in Melbourne which was attended by a number of players from different states who had been selected to be part of Australian team to take part in the World Championships in China last November.

Our selection panel which is made up of coaches from all states, operates in accordance with the PFA Selection Policy. The panel, which is chaired by Adrian Clements, has been in operation for the last two years. Last year the panel was responsible for the selection of a number very successful Australian Teams.

### 3.7 State Leagues

We continue to work closely with the State Leagues and listen to their views and opinions. Although we don't always agree on all things, I believe we have a good working relationship with most of the State Leagues and will continue to work on improving these.

### 3.8 International Events

Last year we sent Australian teams to the Trans-Tasman Championship which was held in Adelaide, the Pan Pacific in Vietnam, the Oceania Championships in New Zealand and the World Championships, both women's and juniors in China.

A young Australian team participated in the Pan Pacific in Vietnam and performed honorably against some very strong Asian teams.

In the Trans-Tasman, our open team won for the first time in 10 years. Our seniors team missed out by 4 points by losing their last game.

In the Oceanic Championship, our men's team finished 3rd and also qualified for this year's men's world championship. Lionel Chazal from SA was runner in the shooters competition, against some very strong opposition, and our ladies performed well against some very strong opposition.

Both our teams did well in the world championships, the ladies finished a very creditable 14th overall and our juniors were runners up in the Nations cup our best ever junior result.

This year we will have teams representing Australia in the Trans-Tasman in New Zealand and the Men's World Championship in Canada.

### 3.9 National competitions

The second year of the new State Super 4 Competition, with teams of two men and two women playing qualifying rounds in each State, culminated in the national final on the first weekend in September, which was held at Camberwell Club. The top open and O'60 teams from each State played off for the trophy.

The competition was tough with teams from Victoria, NSW, WA and SA. The open competition was won by NSW, with Victoria 2nd in the O'60s competition. SA beat NSW.

This year's competition is already underway in both Vic and NSW with SA and WA starting next month. The final will be held at Eastern Suburbs Club SA in September.

Easter will see the second National Carnival of Petanque, which will be held at Caulfield Park Club again, with the, singles, doubles and triples competitions all held at the same venue over a 4-day period. So far entries have been really good. We expect it to be just as successful as last year

### 3.10 Business Plan

During the year we reviewed our business plan and found that a number of our goals, particularly in the areas of how quickly we could increase the numbers of players and clubs, also how quickly we could achieve gender equality on the board were over optimistic and would not be achieved.

These will be reviewed by the new Board and that section of the plan revised. The financial plans for future years will also be reviewed to match the revised growth plans. Once the review is complete the revised version it will available on the website.

### 3.11 Financial Reporting

We have continued to employ our bookkeeper and utilize the MYOB accounting system. This has proved to work well and we have been able to produce detailed financial reports for the Board every month, which has assisted greatly in our financial control.

The annual financial Reports are included with this report. You will see that, although we had a small deficit this year, we plan to return to a surplus next year and that our finances will continue to provide a firm foundation for our future growth.

### 3.12 The Future

We will continue to improve our systems to provide more services through the Members Portal. We will be reviewing and updating our policies where needed. In the coming year, we will also be directing more of our attention towards seeking sponsorship and finding grants and funding to assist us with hosting the Oceanic Championship in Australia in 2019. Our coaches will continue to work hard to assist our players to keep on achieving the kind of results we saw this year.

Joe W Corcoran.  
President PFA  
1st March 2018



## 4 Financial Report

### 4.1 Balance Sheet

#### Petanque Federation Australia

#### Balance Sheet [Last Year Analysis]

January 2018

7/3/18  
10:14:38 AM

	This Year	Last Year	\$ Difference	% Difference
Assets				
Current Assets				
Bank Accounts				
Transaction Account	\$1,602.00	\$2,497.01	-\$895.01	(35.8%)
Online Saver	\$20,845.84	\$25,201.36	-\$4,355.52	(17.3%)
Competition Entries Account	\$240.00	\$0.00	\$240.00	NA
Total Bank Accounts	<u>\$22,687.84</u>	<u>\$27,698.37</u>	<u>-\$5,010.53</u>	<u>(18.1%)</u>
Total Current Assets	<u>\$22,687.84</u>	<u>\$27,698.37</u>	<u>-\$5,010.53</u>	<u>(18.1%)</u>
Total Assets	<u>\$22,687.84</u>	<u>\$27,698.37</u>	<u>-\$5,010.53</u>	<u>(18.1%)</u>
Liabilities				
Current Liabilities				
Development Fund	\$1,110.00	\$960.00	\$150.00	15.6%
Total Current Liabilities	<u>\$1,110.00</u>	<u>\$960.00</u>	<u>\$150.00</u>	<u>15.6%</u>
Total Liabilities	<u>\$1,110.00</u>	<u>\$960.00</u>	<u>\$150.00</u>	<u>15.6%</u>
Net Assets	<u>\$21,577.84</u>	<u>\$26,738.37</u>	<u>-\$5,160.53</u>	<u>(19.3%)</u>
Equity				
Prior year's Surplus/Deficit	\$2,792.07	\$11,311.96	-\$8,519.89	(75.3%)
Retained Earnings	\$21,946.30	\$10,634.34	\$11,311.96	106.4%
Current Year Surplus/Deficit	-\$3,160.53	\$4,792.07	-\$7,952.60	(166.0%)
Total Equity	<u>\$21,577.84</u>	<u>\$26,738.37</u>	<u>-\$5,160.53</u>	<u>(19.3%)</u>

## 4.2 Profit and Loss

### Petanque Federation Australia

#### Profit & Loss [Last Year Analysis]

February 2017 through January 2018

7/3/18

10:22:32 AM

	This Year	Last Year	\$ Difference	% Difference
<b>Income</b>				
Licence Fees				
ACT Licence Fees	\$1,638.00	\$1,500.00	\$138.00	9.2%
NSW Licence Fees	\$5,633.50	\$5,705.00	-\$71.50	(1.3%)
QLD Licence Fees	\$1,990.00	\$2,070.00	-\$80.00	(3.9%)
SA Licence Fees	\$6,819.00	\$4,690.00	\$2,129.00	45.4%
TAS Licence Fees	\$1,638.00	\$2,440.00	-\$802.00	(32.9%)
VIC Licence Fees	\$25,512.00	\$24,120.00	\$1,392.00	5.8%
WA Licence Fees	\$6,297.00	\$7,575.00	-\$1,278.00	(16.9%)
Total Licence Fees	\$49,527.50	\$48,100.00	\$1,427.50	3.0%
Affiliation Fees				
ACT Affiliation Fees	\$100.00	\$100.00	\$0.00	0.0%
NSW Affiliation Fees	\$600.00	\$500.00	\$100.00	20.0%
QLD Affiliation Fees	\$300.00	\$300.00	\$0.00	0.0%
SA Affiliation Fees	\$1,000.00	\$800.00	\$200.00	25.0%
TAS Affiliation Fees	\$300.00	\$400.00	-\$100.00	(25.0%)
VIC Affiliation Fees	\$2,240.00	\$2,100.00	\$140.00	6.7%
WA Affiliation Fees	\$500.00	\$500.00	\$0.00	0.0%
Total Affiliation Fees	\$5,040.00	\$4,700.00	\$340.00	7.2%
Competition Entry Fees				
NSW Comp Entry Fees	\$200.00	\$1,000.00	-\$800.00	(80.0%)
SA Comp Entry Fees	\$0.00	\$200.00	-\$200.00	(100.0%)
VIC Comp Entry Fees	\$0.00	\$3,000.00	-\$3,000.00	(100.0%)
WA Comp Entry Fees	\$0.00	\$600.00	-\$600.00	(100.0%)
Uncategorised Comp Entry Fees	\$12,336.00	\$5,385.00	\$6,951.00	129.1%
Donations/Gifts	-\$3.00	\$0.00	-\$3.00	NA
Uniforms	\$1,001.00	\$348.00	\$653.00	187.6%
Shooting mats/kits	\$652.60	\$0.00	\$652.60	NA
<b>Total Income</b>	<b>\$68,754.10</b>	<b>\$63,333.00</b>	<b>\$5,421.10</b>	<b>8.6%</b>
<b>Cost of Sales</b>				
Cash Prizes & Trophies	\$20,917.80	\$10,760.85	\$10,156.95	94.4%
Umpires	\$1,200.00	\$700.00	\$500.00	71.4%
Catering	\$746.50	\$264.50	\$482.00	182.2%
Shooting Mats	\$440.97	\$300.30	\$140.67	46.8%
Coaching	\$2,900.00	\$0.00	\$2,900.00	NA
Other Cost of Sales	\$1,643.83	\$775.00	\$868.83	112.1%
<b>Total Cost of Sales</b>	<b>\$27,849.10</b>	<b>\$12,800.65</b>	<b>\$15,048.45</b>	<b>117.6%</b>
<b>Gross Profit</b>	<b>\$40,905.00</b>	<b>\$50,532.35</b>	<b>-\$9,627.35</b>	<b>(19.1%)</b>
<b>Expenses</b>				
Accounting/Bookkeeping Fees	\$1,303.75	\$1,732.50	-\$428.75	(24.7%)
Advertising & Marketing	\$0.00	\$549.50	-\$549.50	(100.0%)
ASIC	\$94.00	\$121.00	-\$27.00	(22.3%)
Bank Fees	\$44.00	\$90.85	-\$46.85	(51.6%)
Events				
Catering	\$135.00	\$313.00	-\$178.00	(56.9%)
Meals	\$284.22	\$279.00	\$5.22	1.9%
Total Events	\$419.22	\$592.00	-\$172.78	(29.2%)
Grants	\$0.00	\$200.00	-\$200.00	(100.0%)
Legal Fees	\$1,078.00	\$2,200.00	-\$1,122.00	(51.0%)
Printing	\$527.60	\$493.00	\$34.60	7.0%
Internet	\$201.35	\$197.78	\$3.57	1.8%
Website development & training	\$1,600.00	\$4,620.00	-\$3,020.00	(65.4%)
Stationary	\$0.00	\$20.00	-\$20.00	(100.0%)
Subscriptions	\$1,632.98	\$2,513.40	-\$880.42	(35.0%)
Telephone Expenses	\$0.00	\$25.00	-\$25.00	(100.0%)
Training Umpires & Coaches	\$0.00	\$1,866.75	-\$1,866.75	(100.0%)
Uniforms	\$10,489.71	\$5,397.04	\$5,092.67	94.4%
Postage	\$56.65	\$200.00	-\$143.35	(71.7%)
International Comp. Fees Exp.	\$486.96	\$0.00	\$486.96	NA
Travel Expenses				

## Petanque Federation Australia

### Profit & Loss [Last Year Analysis]

February 2017 through January 2018

7/3/18  
10:22:33 AM

	This Year	Last Year	\$ Difference	% Difference
Domestic Travel	\$7,626.10	\$9,028.96	-\$1,402.86	(15.5%)
International Travel	\$5,118.19	\$1,658.18	\$3,460.01	208.7%
Vehicle kms/fuel	\$1,311.71	\$631.92	\$679.79	107.6%
Total Travel Expenses	\$14,056.00	\$11,319.06	\$2,736.94	24.2%
Insurance Expenses				
Cyber Liability Insurance	\$12,407.79	\$13,787.02	-\$1,379.23	(10.0%)
Total Insurance Expenses	\$12,407.79	\$13,787.02	-\$1,379.23	(10.0%)
Total Expenses	\$44,398.01	\$45,924.90	-\$1,526.89	(3.3%)
Operating Profit	-\$3,493.01	\$4,607.45	-\$8,100.46	(175.8%)
Other Income				
Interest Income	\$144.48	\$154.62	-\$10.14	(6.6%)
Other Income	\$188.00	\$130.00	\$58.00	44.6%
Total Other Income	\$332.48	\$284.62	\$47.86	16.8%
Other Expenses				
Other Expenses	\$0.00	\$100.00	-\$100.00	(100.0%)
Total Other Expenses	\$0.00	\$100.00	-\$100.00	(100.0%)
Net Profit / (Loss)	-\$3,160.53	\$4,792.07	-\$7,952.60	(166.0%)

## 4.3 Recent years comparisons

	2014	2015	2016	2017	2018	2019 Budget
<b>Income</b>						
Affiliation fees	\$0	\$4,900	\$4,700	\$4,700	\$5,040	\$5,200
Licence fees	\$42,265	\$42,760	\$44,685	\$48,100	\$49,528	\$52,500
Other	\$883	\$5,669	\$632	\$624	\$985	\$1,350
	<b>\$43,148</b>	<b>\$53,329</b>	<b>\$50,017</b>	<b>\$53,424</b>	<b>\$55,553</b>	<b>\$59,050</b>
<b>Expenditure</b>						
Competition costs	\$11,912	\$31,632	\$20,741	\$20,865	\$38,826	\$25,880
Less Competition income	\$3,420	\$9,615	\$13,185	\$10,185	\$13,534	\$13,500
Net competition costs	\$8,492	\$22,017	\$7,556	\$10,680	\$25,292	\$12,380
Insurance	\$14,419	\$13,502	\$2,874	\$13,787	\$12,408	\$12,400
Travel/Accomm	\$3,174	\$12,728	\$12,704	\$11,319	\$14,056	\$18,600
Legal/Accounting	\$2,965	\$6,012	\$8,019	\$1,820	\$2,520	\$2,750
Other	\$1,405	\$3,924	\$6,350	\$11,026	\$4,438	\$8,600
	<b>\$30,455</b>	<b>\$58,183</b>	<b>\$37,503</b>	<b>\$48,632</b>	<b>\$58,713</b>	<b>\$54,730</b>
<b>Surplus</b>	<b>\$12,693</b>	<b>-\$4,854</b>	<b>\$12,514</b>	<b>\$4,792</b>	<b>-\$3,160.53</b>	<b>\$4,320</b>

#### 4.4 Budget 2019

<b>Petanque Federation Australia</b>	
	<b>Forecast Budget 2018/2019</b>
<b>Income</b>	
<b>Licence Fees</b>	
ACT Licence Fees	\$ 1,736.00
NSW Licence Fees	\$ 5,972.00
QLD Licence Fees	\$ 2,109.00
SA Licence Fees	\$ 7,228.00
TAS Licence Fees	\$ 1,736.00
VIC Licence Fees	\$ 27,043.00
WA Licence Fees	\$ 6,676.00
<b>Total Licence Fees</b>	<b>\$ 52,500.00</b>
<b>Affiliation Fees</b>	
ACT Affiliation Fees	\$ 103.00
NSW Affiliation Fees	\$ 619.00
QLD Affiliation Fees	\$ 310.00
SA Affiliation Fees	\$ 1,032.00
TAS Affiliation Fees	\$ 310.00
VIC Affiliation Fees	\$ 2,311.00
WA Affiliation Fees	\$ 515.00
<b>Total Affiliation Fees</b>	<b>\$ 5,200.00</b>
<b>Competition Entry Fees</b>	
NSW Comp Entry Fees	
SA Comp Entry Fees	
VIC Comp Entry Fees	
WA Comp Entry Fees	
Uncategorised Comp Entry Fees	
<b>Total Competition Entry Fees</b>	<b>\$ 12,500.00</b>
<b>Other income</b>	
Donations/Gifts	
Shooting mats/kits	\$ 1,200.00
Uniforms	\$ 1,000.00
<b>Total Income</b>	<b>\$ 72,400.00</b>
<b>Cost of Sales</b>	
Cash Prizes & Trophies	\$ 15,280.00
Umpires & Score table	\$ 1,400.00
Catering	\$ 700.00
Shooting Mats	\$ 1,000.00
Coaching	
Other Cost of Sales	
<b>Total Cost of Sales</b>	<b>\$ 18,380.00</b>
<b>Gross Profit</b>	<b>\$ 54,020.00</b>

<i><b>Petanque Federation Australia</b></i>		
		<b>Forecast Budget 2018/2019</b>
<b>Expenses</b>		
Accounting/Bookkeeping Fees	\$	1,400.00
Advertising & Marketing		
ASIC	\$	50.00
Bank Fees	\$	50.00
<b>Events</b>		
Catering		
Meals	\$	300.00
<b>Total Events</b>	<b>\$</b>	<b>300.00</b>
Grants		
Legal Fees	\$	1,200.00
Printing	\$	1,000.00
Internet	\$	200.00
Website development & training	\$	2,000.00
Stationary		
Subscriptions	\$	1,600.00
Telephone Expenses		
Trng wkshps Umpires & Coaches	\$	3,500.00
Uniforms	\$	7,000.00
Postage	\$	50.00
Internl Comp. Fees, Gifts, Exps.	\$	500.00
<b>Travel Expenses</b>		
Domestic Travel	\$	7,700.00
International Travel	\$	9,600.00
Vehicle kms/fuel	\$	1,300.00
<b>Total Travel Expenses</b>	<b>\$</b>	<b>18,600.00</b>
<b>Insurance Expenses</b>		
Liability Insurance	\$	12,400.00
<b>Total Insurance Expenses</b>	<b>\$</b>	<b>12,400.00</b>
<b>Total Expenses</b>	<b>\$</b>	<b>49,850.00</b>
 <b>Operating Profit</b>	 <b>\$</b>	 <b>4,170.00</b>
 <b>Other Income</b>		
Interest Income	\$	150.00
Other Income		
<b>Total Other Income</b>	<b>\$</b>	<b>150.00</b>
 <b>Other Expenses</b>		
 <b>Net Profit / (Loss)</b>	 <b>\$</b>	 <b>4,320.00</b>