

Sales Projections for 2019 to 2020

	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	JAN	FEB	TOTAL	Assumptions
Income														
Little learners 1		\$ 1,800	\$ 3,600	\$ 3,600	\$ 1,800	\$ 3,600	\$ 2,700	\$ 3,600	\$ 3,600	\$ 1,800	\$ 900	\$ 3,600	\$ 30,600	\$90 x 10pax = \$900p/w
Little learners 2					\$ 1,800	\$ 3,600	\$ 2,700	\$ 3,600	\$ 3,600	\$ 1,800	\$ 900	\$ 3,600	\$ 21,600	\$90 x 10pax = \$900p/w
Little learners 3								\$ 3,600	\$ 3,600	\$ 1,800	\$ 900	\$ 3,600	\$ 13,500	\$90 x 10pax = \$900p/w
PODD Squad 1		\$ 960	\$ 1,920	\$ 1,920	\$ 960	\$ 1,920	\$ 1,440	\$ 1,920	\$ 1,920	\$ 960	\$ 480	\$ 1,920	\$ 16,320	\$60 x 8pax = \$480pw
PODD Squad 2					\$ 960	\$ 1,920	\$ 1,440	\$ 1,920	\$ 1,920	\$ 960	\$ 480	\$ 1,920	\$ 11,520	\$60 x 8pax = \$480pw
PODD Squad 3 (after school)								\$ 1,920	\$ 1,920	\$ 960	\$ 480	\$ 1,920	\$ 7,200	\$60 x 8pax = \$480pw
Mindfulness 1					\$ 200	\$ 400	\$ 300	\$ 400	\$ 400	\$ 200	\$ 100	\$ 400	\$ 2,400	\$10 x 10pax = \$100pw
Mindfulness 2								\$ 400	\$ 400	\$ 200	\$ 100	\$ 400	\$ 1,500	\$10 x 10pax = \$100pw
Signing Hands					\$ 600	\$ 1,200	\$ 900	\$ 1,200	\$ 1,200	\$ 600	\$ 300	\$ 1,200	\$ 7,200	\$20 x 15pax = \$300pw
Board Games		\$ 200	\$ 400	\$ 400	\$ 200	\$ 400	\$ 300	\$ 400	\$ 400	\$ 200	\$ 100	\$ 400	\$ 3,400	\$10 x 10pax = \$100pw
Social Group 1		\$ 600	\$ 1,200	\$ 1,200	\$ 600	\$ 1,200	\$ 900	\$ 1,200	\$ 1,200	\$ 600	\$ 300	\$ 1,200	\$ 10,200	\$50 x 6pax = \$300pw
Social Group 2					\$ 600	\$ 1,200	\$ 900	\$ 1,200	\$ 1,200	\$ 600	\$ 300	\$ 1,200	\$ 7,200	\$50 x 6pax = \$300pw
Social Group 3								\$ 1,200	\$ 1,200	\$ 600	\$ 300	\$ 1,200	\$ 4,500	\$50 x 6pax = \$300pw
Water/Messy Play		\$ 400	\$ 800	\$ 800	\$ 400	\$ 800	\$ 600	\$ 800	\$ 800	\$ 400	\$ 200	\$ 800	\$ 6,800	\$20 x 10pax = \$200pw
KIDS Music Therapy		\$ 400	\$ 800	\$ 800	\$ 400	\$ 800	\$ 600	\$ 800	\$ 800	\$ 400	\$ 200	\$ 800	\$ 6,800	\$10 x 20pax = \$200p/w
PHYT KIDS Movement 1		\$ 320	\$ 640	\$ 640	\$ 320	\$ 640	\$ 480	\$ 640	\$ 640	\$ 320	\$ 160	\$ 640	\$ 5,440	\$20 x 8pax = \$160p/w
PHYT KIDS Movement 2					\$ 320	\$ 640	\$ 480	\$ 640	\$ 640	\$ 320	\$ 160	\$ 640	\$ 3,840	\$20 x 8pax = \$160p/w
KIDS Yoga		\$ 400	\$ 800	\$ 800	\$ 400	\$ 800	\$ 600	\$ 800	\$ 800	\$ 400	\$ 200	\$ 800	\$ 6,800	\$10 x 20pax = \$200p/w
School Holiday Program				\$ 12,500	\$ 25,000		\$ 15,000	\$ 12,500		\$ 17,500	\$ 42,500		\$ 125,000	25 x \$100 = \$2500/day
TOTAL Services Revenue	\$ -	\$ 5,080	\$ 10,160	\$ 22,660	\$ 34,560	\$ 19,120	\$ 29,340	\$ 38,740	\$ 26,240	\$ 30,620	\$ 49,060	\$ 26,240	\$ 291,820	
Friends Memberships		\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100	\$ 1,100	\$10x 10 new pm
Family Memberships		\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 300	\$ 3,300	\$30x 10 new pm
Therapy Assistants			\$ 3,600	\$ 3,600	\$ 1,800	\$ 3,600	\$ 2,700	\$ 3,600	\$ 3,600	\$ 1,800	\$ 900	\$ 3,600	\$ 28,800	\$60x 15 sessions = \$900pw
Indoor movie fundraisers	\$ 400				\$ 400		\$ 400				\$ 400		\$ 1,600	\$20 x 20families = \$400 each
Workshops								\$ 3,000					\$ 3,000	\$100 x 30 = \$3000
Parent/Carer Training						\$ 1,600			\$ 1,600			\$ 1,600	\$ 4,800	\$80 x 20 = \$1600
Parent Yoga			\$ 400	\$ 400	\$ 400	\$ 400	\$ 300	\$ 400	\$ 400	\$ 200	\$ 100	\$ 400	\$ 3,000	\$10 x 10pax = \$100/pw
Parent Group PT			\$ 400	\$ 200	\$ 400	\$ 400	\$ 300	\$ 400	\$ 400	\$ 200	\$ 100	\$ 400	\$ 2,800	\$10 x 10pax = \$100/pw
Story time			\$ 400	\$ 200	\$ 400	\$ 400	\$ 300	\$ 400	\$ 400	\$ 200	\$ 100	\$ 400	\$ 2,800	\$10 x 10pax = \$100/pw
Garden Club			\$ 400	\$ 200	\$ 400	\$ 400	\$ 300	\$ 400	\$ 400	\$ 200	\$ 100	\$ 400	\$ 2,800	\$10 x 10pax = \$100/pw
Bakeless Cooking			\$ 400	\$ 200	\$ 400	\$ 400	\$ 300	\$ 400	\$ 400	\$ 200	\$ 100	\$ 400	\$ 2,800	\$20 x 5pax = \$100pw
Adult Messy Play			\$ 400	\$ 200	\$ 400	\$ 400	\$ 300	\$ 400	\$ 400	\$ 200	\$ 100	\$ 400	\$ 2,800	\$20 x 5pax = \$100pw
Donations	\$ 10,000			\$ 3,000			\$ 3,000			\$ 3,000		\$ 3,000	\$ 22,000	Based on 2018 - \$30021
Grants			\$ 10,000				\$ 10,000				\$ 10,000		\$ 30,000	Based on 2018 - \$30000
Hosted Fundraisers				\$ 13,000									\$ 13,000	Bikes and Blues
Sponsorship	40000												40000	Ranges from \$1000-\$10,000
TOTAL Other Income	\$ 50,400			\$ 22,400	\$ 4,000	\$ 8,000	\$ 18,300	\$ 9,400	\$ 8,000	\$ 6,400	\$ 12,300	\$ 11,000	\$ 164,600	
TOTAL INCOME	\$ 50,400.00	\$ 400.00	\$ 10,160.00	\$ 45,060.00	\$ 38,560.00	\$ 27,120.00	\$ 47,640.00	\$ 48,140.00	\$ 34,240.00	\$ 37,020.00	\$ 61,360.00	\$ 37,240.00	\$ 456,420.00	
Expenses														
Professional Fees														
Accounting Audit Fees	\$ 2,000.00												\$ 2,000.00	
Bookkeeping		\$ 250.00			\$ 250.00			\$ 250.00				\$ 250.00	\$ 1,000.00	
IT Technical Support	\$ 1,000.00				\$ 600.00				\$ 600.00				\$ 2,200.00	
TOTAL Professional Fees	\$ 3,000.00	\$ 250.00	\$ -	\$ -	\$ 850.00	\$ -	\$ -	\$ 250.00	\$ 600.00	\$ -	\$ -	\$ 250.00	\$ 5,200.00	
Bank Fees														
Bank Charges	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 600.00	
Merchant Fees	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 30.00	\$ 360.00	.60 transaction fee passed on

Additional staff for school holidays																\$ -
Staff Amenities	\$ 150.00	\$ 60.00	\$ 60.00	\$ 60.00	\$ 60.00	\$ 60.00	\$ 60.00	\$ 60.00	\$ 60.00	\$ 60.00	\$ 60.00	\$ 60.00	\$ 60.00	\$ 60.00	\$ 60.00	\$ 810.00
Workcover Premium Expense		\$ 1,523.00			\$ 4,569.00											\$ 6,092.00
Conference/Training Registrati	\$ 1,000.00				\$ 800.00					\$ 800.00						\$ 2,600.00
Uniform & PPE Expenses	\$ 300.00	\$ 840.00														\$ 1,140.00
TOTAL Employment Expenses	\$ 1,450.00	\$26,837.00	\$ 24,474.00	\$ 24,474.00	\$ 29,843.00	\$ 24,474.00	\$ 24,474.00	\$ 24,474.00	\$ 24,474.00	\$ 25,274.00	\$ 24,474.00	\$ 24,474.00	\$ 24,474.00	\$ 24,474.00	\$ 24,474.00	\$279,196.00
TOTAL Expenses	\$ 51,819.00	\$ 31,267.00	\$ 35,404.00	\$ 29,654.00	\$ 45,623.00	\$ 35,004.00	\$ 54,654.00	\$ 33,904.00	\$ 30,104.00	\$ 51,654.00	\$ 28,254.00	\$ 29,104.00	\$ 29,104.00	\$ 29,104.00	\$ 29,104.00	\$ 438,445.00
Gross Profit / Loss	-\$ 1,419.00	-\$ 30,867.00	-\$ 25,244.00	\$ 15,406.00	-\$ 7,063.00	-\$ 7,884.00	-\$ 7,014.00	\$ 14,236.00	\$ 4,136.00	-\$ 14,634.00	\$ 33,106.00	\$ 8,136.00	\$ 8,136.00	\$ 8,136.00	\$ 8,136.00	\$ 17,975.00

Volunteer bibs & 3 shirts each e