

End of Year Reporting

Looking back, looking forward

by
Mick Devine

calxa 
Business Insights. Automated.

Agenda

- Reviewing the year just ended
- Looking ahead to next year

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Looking Back

Income/Expense

1. Compare to Budget

- Did you spend it all?
- Where were the big variances?
- What do you need to change?

2. Include KPIs

- Numbers tell a story
- Pick the ones important to you
- Compare actuals to budget

3. Review Monthly

- Were some months better?
- Are there seasonal problems?
- What do you need to change?

4. Compare Last Year

- Have things improved?
- Understand what worked
- Learn!

Where Did the Money Go?

1. Cash Reserves

- Are you building them up?
- How much do you need?
- Cash ensures survival!

2. Balance Sheet

- Compare to last year
- Changes in Assets
- Changes in Liabilities

3. Funding Sources

- Are suppliers being paid?
- Is GST and Super paid?
- Anything odd?

4. Review Expenses

- Focus on biggest line items
- Look for seasonality
- Be accountable

Program Summary — VIC Branch

Cost Centre	Jun 2019						Jul 2018 - Jun 2019					
	Budget			Actual			Budget			Actual		
	Income	Expenses	Profit/Loss	Income	Expenses	Profit/Loss	Income	Expenses	Profit/Loss	Income	Expenses	Profit/Loss
Assertiveness Local	3,100	0	3,100	0	0	0	323,729	1,512	322,217	0	1,425	(1,425)
Assertiveness QLD	2,000	0	2,000	0	0	0	117,255	14,107	103,148	17,886	9,810	8,076
Self-Defence Owealth	16,721	20,291	(3,570)	8,636	13,265	(4,629)	286,159	244,278	41,881	136,318	193,940	(57,622)
Self-Defence Local	40,004	4,816	35,188	1,636	4,540	(2,903)	257,223	56,501	200,722	22,045	53,258	(31,212)
Self-Defence QLD	21,709	18,177	3,533	12,000	13,926	(1,926)	307,486	204,947	102,539	166,064	168,736	(2,673)
Support Local	2,939	52,353	(49,414)	1,694	49,348	(47,654)	37,411	547,917	(510,506)	20,011	514,460	(494,448)
Support QLD	1,000	0	1,000	0	0	0	35,100	0	35,100	0	0	0
Unassigned	65,572	0	65,572	57,273	0	57,273	732,419	0	732,419	639,523	0	639,523
Consolidated Project(s)	153,045	95,636	57,408	81,239	81,078	161	2,096,782	1,069,263	1,027,519	1,001,848	941,630	60,218

Review Programs

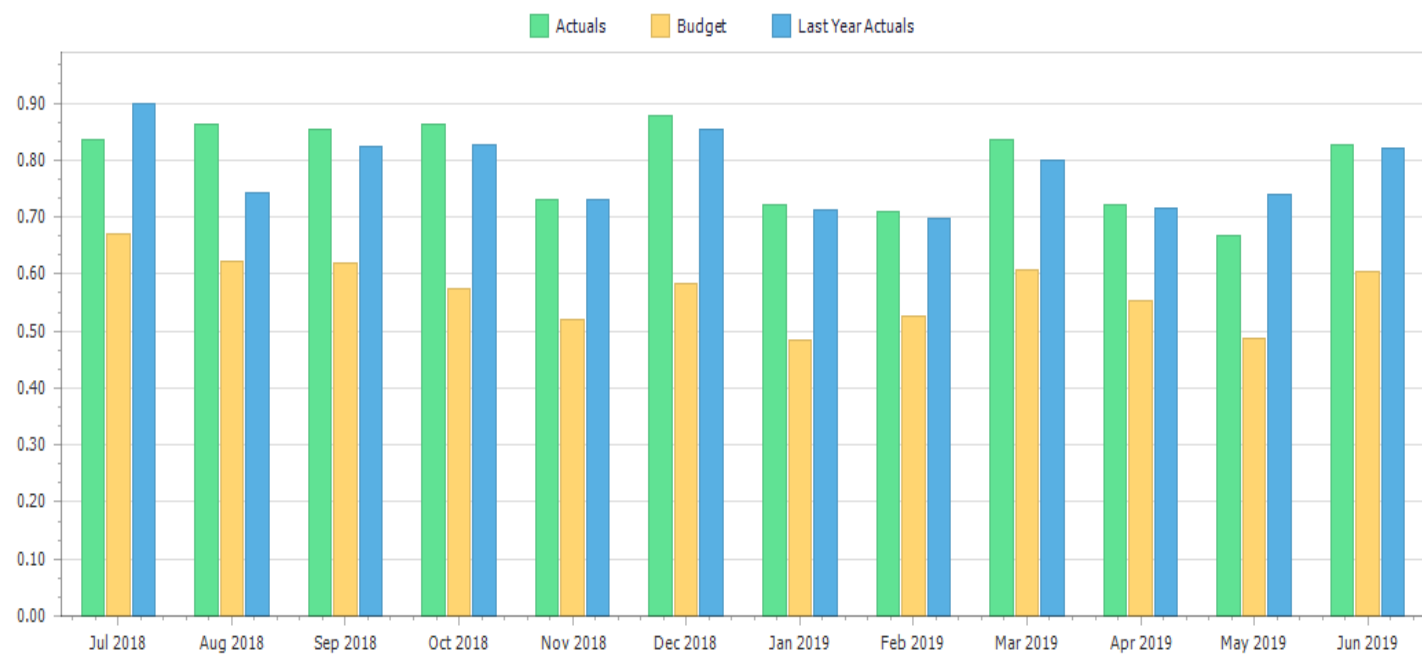
1. Summarise

- For boards and management
- Get the overview
- Details for problem areas only

2. Details

- For program managers
- Review income
- Review expenses

Wages to Turnover — VIC Branch



02

Look to the Future

Looking Ahead

1. Income & Expense

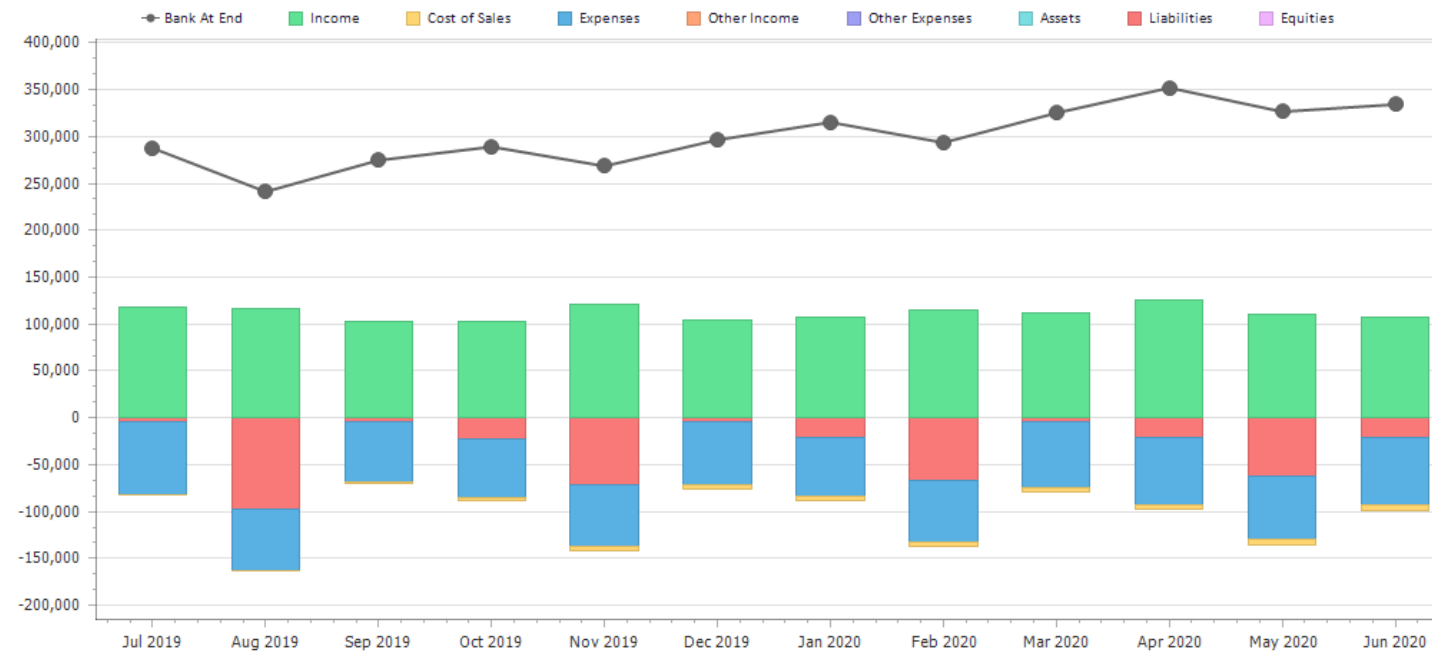
- Summary or detail?
- Who is the report for?
- Compare budget to last year

2. Balance Sheet

- Review Balance Sheet Forecast
- Check Cashflow Forecast
- Is the organisation solvent?

Cashflow Forecast — VIC Branch

JUL 2019 — JUN 2020



Bundle your reports

1. Configure



2. Add to Bundle



3. Next Year ready



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Let's have a look

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End of Year Tips

Pam Chilman, Poetry in Numbers

pam@poetryinnumbers.com.au

Calxa Accredited Partner

End of Year Reporting

Happy Reporting!



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What's Next?

1. Donation



2. Free Trial



3. NFP Discount

