

SHAW GIDLEY
PROFITABILITY ANALYSIS - 1 year Forecast

Account	No. of Payrolls	2023												TOTAL	
		Jul-20 ³	Aug-20 ²	Sep-20 ²	Oct-20 ²	Nov-20 ²	Dec-20 ³	Jan-21 ²	Feb-21 ²	Mar-21 ²	Apr-21 ²	May-21 ²	Jun-21 ³		
Income															
Bankruptcy Fees		100,802.00	13,918.00	263.00	56,900.00										171,883.00
Corporate Fees		379,768.00	197,297.00	265,557.00	188,217.00	296,184.00	147,450.00	378,901.00	163,000.00	150,000.00	150,000.00	150,000.00	150,000.00	2,616,374.00	
Disbursements Bankruptcy		5,503.00	9,431.00	-	21,430.00									36,364.00	
Disbursements Corporate		4,697.00	5,671.00	7,238.00	2,909.00									20,515.00	
FECS Revenue		1,170.00	-	-	-	1,100.00	1,100.00	1,100.00	1,100.00	1,100.00	1,100.00	1,100.00	1,100.00	9,970.00	
Miscellaneous Income (Jobkeeper + Stimulus)		60,500.00	71,500.00	80,000.00	43,500.00	36,000.00	36,000.00	54,000.00	30,000.00	30,000.00	30,000.00	-	-	471,500.00	
WIP Movement - Bankruptcy		- 4,832.00	44,665.00	502.00	- 42,628.00									2,293.00	
WIP Movement - Corporate		- 182,267.00	- 46,899.00	- 75,103.00	- 31,658.00									335,927.00	
Total Income		365,341.00	295,583.00	278,457.00	238,670.00	333,284.00	184,550.00	434,001.00	194,100.00	181,100.00	181,100.00	151,100.00	151,100.00	2,988,386.00	
Less Cost of Sales															
ASIC User Pay		2,890.00	2,890.00	2,890.00	2,890.00	3,225.75	3,225.75	3,225.75	3,225.75	3,225.75	3,225.75	3,225.75	3,225.75	38,709.00	
Expenses - Recoverable		15,780.00	5,713.00	2,070.00	5,527.00	13,000.00	13,000.00	13,000.00	13,000.00	13,000.00	13,000.00	13,000.00	13,000.00	133,090.00	
License Fees - SG Brand Unit Trust		24,087.00	10,561.00	13,291.00	12,256.00	14,864.20	7,427.50	19,000.05	8,205.00	7,555.00	7,555.00	7,555.00	7,555.00	139,911.75	
<i>Super - Admin Staff Chargeable</i>		544.00	286.00	285.00	136.00	294.40	441.60	235.52	235.52	235.52	235.52	235.52	353.28	3,517.88	
<i>Super - Directors</i>		2,736.00	2,779.00	2,910.00	2,950.00	2,402.55	3,603.83	2,402.55	2,402.55	2,402.55	2,402.55	2,402.55	3,603.83	32,997.95	
<i>Super - Professional</i>		3,873.00	3,903.00	3,748.00	3,662.00	4,253.50	6,380.25	3,590.00	3,590.00	3,590.00	3,590.00	3,590.00	5,385.00	49,154.75	
<i>Wages - Admin Staff Chargeable</i>		4,395.00	3,242.00	3,250.00	2,261.00	3,100.40	4,650.60	2,480.32	2,480.32	2,480.32	2,480.32	2,480.32	3,720.48	37,021.08	
<i>Wages - Directors</i>		28,802.00	29,252.00	30,629.00	31,050.00	25,290.00	37,935.00	25,290.00	25,290.00	25,290.00	25,290.00	25,290.00	37,935.00	347,343.00	
<i>Wages - Professional</i>		41,780.00	44,934.00	43,788.00	41,362.00	44,772.46	67,158.69	37,790.40	37,790.40	37,790.40	37,790.40	37,790.40	56,685.60	529,432.75	
Total Cost of Sales		124,887.00	103,560.00	102,861.00	102,094.00	111,203.26	143,823.22	107,014.59	96,219.54	95,569.54	95,569.54	95,569.54	131,463.94	1,309,835.16	
Gross Profit		240,454.00	192,023.00	175,596.00	136,576.00	222,080.74	40,726.79	326,986.41	97,880.46	85,530.46	85,530.46	55,530.46	19,636.07	1,678,550.84	
Other Income															
Interest Income		3.00	3.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	26.00	
Total Other Income		3.00	3.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	26.00	
Less Operating Expenses															
Accounting Fees		-	-	-	-	250.00	-	6,000.00	-	-	-	-	-	6,250.00	
Accounting Fees - Bookkeeping		250.00	473.00	-	-	-	-	-	-	-	-	-	-	723.00	
Accrued Annual Leave		- 14,518.00	3,306.00	- 798.00	- 1,608.00	-	-	-	-	-	-	-	-	13,618.00	
Accrued Long Service Leave		714.00	734.00	757.00	59.00	-	-	-	-	-	-	-	-	2,264.00	
Advertising - SG		2,715.00	3,760.00	3,374.00	5,114.00	2,250.00	2,250.00	2,250.00	2,250.00	2,250.00	2,250.00	2,250.00	2,250.00	32,963.00	
Bank Charges		1,573.00	798.00	1,267.00	737.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	12,375.00	
Borrowing Costs Expense		36.00	36.00	36.00	36.00	50.00	50.00	50.00	50.00	50.00	375.00	50.00	50.00	869.00	
<i>Casual & Temp Labour (Frontline)</i>		5,171.00	5,201.00	5,198.00	7,153.00	7,153.00	7,153.00	4,546.96	4,546.96	4,546.96	4,546.96	4,546.96	4,546.96	64,310.76	
Cleaning & Rubbish Removal		958.00	1,261.00	612.00	1,222.00	925.00	925.00	925.00	925.00	925.00	925.00	925.00	925.00	11,453.00	
Computer Internet		320.00	320.00	320.00	320.00	320.00	320.00	320.00	320.00	320.00	320.00	320.00	320.00	3,840.00	
Computer Repairs & Maintenance		2,496.00	2,496.00	2,496.00	2,566.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	14,054.00	
Computer Software Support		4,205.00	4,205.00	4,047.00	4,047.00	7,500.00	7,500.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	61,504.00	
Computer Website Expense		1,000.00	-	660.00	-	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	3,260.00	
Conference & Training Courses		5,814.00	1,977.00	- 1,274.00	2,295.00	944.55	-	137.17	3,195.45	5,025.93	459.09	2,163.37	4,800.00	25,537.56	
Depreciation - Business		2,858.00	2,858.00	2,765.00	2,858.00	3,750.00	3,750.00	3,750.00	3,750.00	3,750.00	3,750.00	3,750.00	3,750.00	41,339.00	
Donations		-	288.00	-	14.00	42.00	42.00	42.00	42.00	42.00	42.00	42.00	42.00	638.00	
Electricity		-	-	-	-	-	-	-	-	-	-	-	-	-	
Entertainment Clients		755.00	383.00	322.00	466.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00	400.00	5,126.00	
Entertainment Employees		2,198.00	265.00	750.00	2,121.00	200.00	3,000.00	200.00	200.00	200.00	200.00	200.00	200.00	9,734.00	
Equipment		3,863.00	983.00	2,669.00	34.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	13,549.00	
Equipment - Rental		223.00	223.00	223.00	-	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	2,669.00	
Expenses - Non Recoverable		2,623.00	4,472.00	1,493.00	17,059.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	45,647.00	
Filing Fees		267.00	-	-	-	-	-	-	-	-	-	-	265.00	532.00	
Freight Charges		-	-	-	-	10.00	10.00	10.00	10.00	10.00	10.00	10.00	10.00	80.00	
Fringe Benefits Tax		7,880.00	-	8,783.00	-	-	-	8,500.00	-	-	8,500.00	-	-	33,663.00	

Hire of Office Plants	142.00	142.00	142.00	142.00	140.00	140.00	140.00	140.00	140.00	140.00	140.00	140.00	140.00	1,688.00
Income Tax Expense	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Insurance - Income Protection/TPD/Life	2,515.00	2,637.00	1,630.00	1,630.00	18,332.33	3,832.33	17,832.33	3,832.33	3,832.33	3,832.33	3,832.33	3,832.33	3,832.33	67,570.64
Insurance - Non Deductible	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Insurance - Other	-	-	-	9,099.00	4,100.00	4,100.00	4,100.00	4,100.00	4,100.00	4,100.00	4,100.00	4,100.00	4,100.00	41,899.00
Insurance - Prof Indemnity	-	-	-	28,477.00	-	-	-	-	-	-	-	-	-	28,477.00
Interest - BOQ Fitout Charlestown	-	335.00	303.00	-	426.00	426.00	426.00	426.00	426.00	426.00	426.00	426.00	426.00	4,046.00
Interest - BOQ Harley Davidson	-	77.00	-	-	36.00	36.00	36.00	36.00	36.00	36.00	36.00	36.00	36.00	365.00
Interest - James MV	275.00	268.00	261.00	254.00	295.00	295.00	295.00	295.00	295.00	295.00	295.00	295.00	295.00	3,418.00
Interest - WBC Facility 1.2	1,267.00	1,268.00	1,228.00	1,192.00	1,345.00	1,345.00	1,345.00	1,345.00	1,345.00	1,345.00	1,345.00	1,345.00	1,345.00	15,715.00
Interest Expense	-	-	-	470.00	315.00	315.00	315.00	315.00	315.00	315.00	315.00	315.00	315.00	2,990.00
Interest Landrover	346.00	342.00	409.00	332.00	352.00	352.00	352.00	352.00	352.00	352.00	352.00	352.00	352.00	4,245.00
Interest - Jeff MV	207.00	204.00	201.00	198.00	213.00	213.00	213.00	213.00	213.00	213.00	213.00	213.00	213.00	2,514.00
Late Fees Paid	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Legal Fees	-	-	-	-	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	2,400.00
Motor Vehicle Expense J Shaw	599.00	1,768.00	931.00	743.00	1,050.00	1,050.00	1,050.00	1,050.00	1,050.00	1,050.00	1,050.00	1,050.00	1,050.00	12,441.00
Motor Vehicle Expense J Shute	255.00	2,061.00	1,004.00	147.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	625.00	8,467.00
Motor Vehicle Expense P Gidley	1,817.00	156.00	147.00	894.00	820.00	820.00	820.00	820.00	820.00	820.00	820.00	820.00	820.00	9,574.00
Other Expenses	-	562.00	118.00	18.00	-	-	-	-	-	-	-	-	-	462.00
Parking Fees	21.00	38.00	11.00	67.00	37.50	37.50	37.50	37.50	37.50	37.50	37.50	37.50	37.50	437.00
Payroll Tax	1,291.00	691.00	-	4,178.00	841.16	2,949.24	344.35	344.35	344.35	344.35	344.35	344.35	2,204.02	13,876.16
Peer Review Expenses	-	-	-	1,183.00	-	-	-	-	-	-	-	-	-	1,183.00
Postage & Stationery	293.00	2,386.00	282.00	428.00	3,187.50	3,187.50	3,187.50	3,187.50	3,187.50	3,187.50	3,187.50	3,187.50	3,187.50	28,889.00
Printing	4,428.00	-	2,200.00	4,401.00	2,150.00	2,150.00	2,150.00	2,150.00	2,150.00	2,150.00	2,150.00	2,150.00	2,150.00	28,229.00
Promotion & Marketing Expenses	452.00	3,660.00	199.00	2,756.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	27,067.00
Recruitment Costs	-	-	570.00	34,125.00	900.00	15,000.00	900.00	900.00	900.00	900.00	900.00	900.00	900.00	55,995.00
Rent - Safe n Sound	-	-	-	-	129.00	129.00	129.00	129.00	129.00	129.00	129.00	129.00	129.00	1,032.00
Rent - Bennets Green Shed	2,348.00	2,348.00	2,348.00	2,348.00	2,350.00	2,350.00	2,350.00	2,350.00	2,350.00	2,350.00	2,350.00	2,350.00	2,350.00	28,192.00
Rent - Carrington	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	1,500.00	18,000.00
Rent - Central Coast	893.00	893.00	893.00	893.00	874.75	874.75	874.75	874.75	874.75	874.75	874.75	874.75	874.75	10,570.00
Rent - Charlestown	5,317.00	5,317.00	5,317.00	5,317.00	5,268.00	5,268.00	5,268.00	5,268.00	5,268.00	5,268.00	5,268.00	5,269.00	5,269.00	63,414.00
Charlestown - Outgoings	177.00	934.00	173.00	110.00	530.00	530.00	530.00	530.00	530.00	530.00	530.00	530.00	530.00	5,634.00
Repairs & Maintenance	1,045.00	-	1,949.00	-	500.00	5,000.00	500.00	500.00	500.00	500.00	500.00	500.00	500.00	11,494.00
Security Service Expense	-	-	150.00	365.00	-	-	170.00	-	-	170.00	-	-	-	855.00
Sponsorship	-	-	1,200.00	1,500.00	500.00	-	-	-	1,500.00	-	-	6,000.00	-	10,700.00
Stamp Duty	-	-	-	2,265.00	-	-	-	-	-	-	-	-	-	2,265.00
Staff Amenities	1,488.00	397.00	1,665.00	1,635.00	1,290.00	1,290.00	1,290.00	1,290.00	1,290.00	1,290.00	1,290.00	1,290.00	1,290.00	15,505.00
Subscriptions & Professional Memberships	52.00	1,300.00	1,758.00	5,376.00	3,377.00	1,111.89	1,989.17	2,238.00	519.87	1,020.12	-	5,415.26	-	24,157.31
Subscriptions - Computer Support & Software	980.00	8,147.00	4,068.00	4,984.00	6,861.83	4,800.00	6,153.00	1,415.00	2,700.00	2,299.00	4,494.00	2,349.00	-	49,250.83
<i>Super - Administration staff</i>	1,921.00	859.00	854.00	1,008.00	1,177.60	1,766.40	942.08	942.08	942.08	942.08	942.08	1,413.12	-	13,709.52
Telephone - Land Lines	1,623.00	1,275.00	1,755.00	1,544.00	1,610.00	1,610.00	1,610.00	1,610.00	1,610.00	1,610.00	1,610.00	1,610.00	1,610.00	19,077.00
Telephone - Mobiles	2,338.00	1,072.00	899.00	911.00	1,025.00	1,025.00	1,025.00	1,025.00	1,025.00	1,025.00	1,025.00	1,025.00	1,025.00	13,420.00
Termination Payments	-	-	2,627.00	-	-	-	-	-	-	-	-	-	-	2,627.00
Travel & Accommodation	-	100.00	891.00	500.00	1,650.00	1,650.00	1,650.00	1,650.00	1,650.00	1,650.00	1,650.00	1,650.00	1,650.00	14,691.00
<i>Wages - Administration staff</i>	21,946.00	9,725.00	9,716.00	10,405.00	12,401.60	18,602.40	9,921.28	9,921.28	9,921.28	9,921.28	9,921.28	14,881.92	-	147,284.32
Workers Compensation	-	1,353.00	-	-	-	-	-	-	-	2,380.00	-	-	-	1,027.00
Total Operating Expenses	85,584.00	84,501.00	80,863.00	175,888.00	108,004.82	117,781.01	110,202.09	80,101.20	82,998.55	88,405.96	79,911.12	99,374.36	-	1,193,615.10
Total Expenses	210,471.00	188,061.00	183,724.00	277,982.00	219,208.08	261,604.23	217,216.68	176,320.74	178,568.09	183,975.50	175,480.66	230,838.30	-	2,503,450.26
Profit	154,873.00	107,525.00	94,735.00	- 39,310.00	114,077.92	- 77,052.23	216,786.32	17,781.26	2,533.91	- 2,873.50	- 24,378.66	- 79,736.30	-	484,961.74

Accounting Profit

James	35%	169,736.61
Paul	35%	169,736.61
Jeff	25%	121,240.43
Clare	5%	24,248.09
		484,961.74