

Management Report

The Soil & Health Association of New Zealand Incorporated
For the year ended 31 March 2024

Prepared by Training and Beyond Ltd

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Profit and Loss

The Soil & Health Association of New Zealand Incorporated For the year ended 31 March 2024

	2024	2023
Trading Income		
Advertising - Website	1,970	1,150
Advertising Income - Display Ads	91,314	115,413
Annual Appeal	16,051	7,871
Association Event Income	412	87
BioGro Receipt	-	16,706
Books and Publications	664	53
Donations	22,396	23,556
Donations - Bequests	1,000	-
Interest Received	1,725	654
Magazine - Digital Subs	1,144	1,809
Magazine Sales	112,432	111,783
Organic week income	26,000	-
Rent - Cost recovered	500	-
Sponsorship / Fundraising	-	35,500
Subscriptions	80,635	83,158
Sundry Income	9,306	2,131
Total Trading Income	365,549	399,871
Cost of Sales		
Books and Publications (2000)	2,838	-
Magazine - Contributor Costs	25,982	29,533
Magazine - Editor	55,932	14,900
Magazine - Layout & Design	16,919	18,862
Magazine - Postage & Packaging	36,265	31,339
Magazine - Printing & Publishing	61,567	61,240
Partnership Manager - Commission / Salary	25,015	31,120
Returned Magazines (Retail)	44,039	70,129
Stripe payment gateway charges	1,647	1,333
Total Cost of Sales	270,203	258,455
Gross Profit	95,345	141,416
Gross Profit Percentage	26	35
Other Income		
Investment Income (Loss)	-	(58)
Total Other Income	-	(58)
Expenses		
Accommodation and Travel	2,433	594
ACC Levies	-	185
Accounting Services	6,371	7,876
Advertising Expense	1,034	2,269

	2024	2023
AGM Expenses	-	1,901
Appeal Expenses	2,572	100
Association Event Expenses	4,775	1,225
Audit	(2,286)	4,162
Bank Charges & Interest Paid	81	55
Campaigns (3160)	2,752	3,625
Closing Stock on Hand	6,420	(6,420)
Computers & IT	130	-
Contractors	-	4,613
Depreciation	-	1,009
Entertainment	-	31
Events & Shows	-	79
Grants / Sponsorships	151	23,800
Human Resources	1,275	174
Impairment Loss	-	210,943
Insurance	3,157	2,667
KiwiSaver Employer Contributions	1,812	2,858
Magazine - Admin	12,800	-
Magazine - iSubscribe Commission	1,280	1,294
Magazine - Proof Reader	1,700	1,389
Magazine - Retail Distribution	12,093	12,641
Magazine & Book Costs	119	260
Marketing	6,545	3,539
Membership Activator	1,500	-
Membership Database	4,109	2,815
Memberships/Affiliations	1,500	2,073
National Council Expenses	198	-
Office admin	774	1,573
Office Relocation	520	-
Opening Stock on Hand	-	6,420
Organic Week - Expenses	14,920	-
Postage & Stationery	1,071	1,688
Rent	8,857	9,949
Salaries	40,508	94,744
Telephone, Tolls & Internet	770	942
Training & Development	228	319
Website	1,022	2,738
Total Expenses	141,192	404,129
Net Profit (Loss) Before Taxation	(45,846)	(262,770)
Net Profit (Loss) for the Year	(45,846)	(262,770)
Net Profit Percentage	(13)	(66)

Balance Sheet

The Soil & Health Association of New Zealand Incorporated As at 31 March 2024

31 MAR 2024 31 MAR 2023

Assets

Current Assets

Cash and Bank

Daily	54,041	54,885
Membership	1,556	3,866
Total Cash and Bank	55,597	58,750

Trade and Other Receivables	52,453	64,957
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Inventories	-	6,420
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Other Current Assets	(18)	50,217
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Total Current Assets	108,032	180,344
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Non-Current Assets

Property, Plant and Equipment	1,009	1,009
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Other Non-Current Assets	183,566	173,988
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Total Non-Current Assets	184,576	174,997
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Total Assets	292,608	355,341
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Liabilities

Current Liabilities

Trade and Other Payables	8,159	12,991
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GST Payable	9,050	8,681
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Employee Entitlements	-	4,676
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Other Current Liabilities	49,614	57,863
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Total Current Liabilities	66,823	84,210
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Non-Current Liabilities

Other Non-Current Liabilities	500	-
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Total Non-Current Liabilities	500	-
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Total Liabilities	67,323	84,210
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Net Assets	225,285	271,131
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Equity

Retained Earnings	(115,952)	(70,105)
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Other	341,237	341,237
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Total Equity	225,285	271,131
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