



# **GLIDING FEDERATION OF AUSTRALIA**

A Meeting of the GFA Board was held on Tuesday 27 April 2021 commencing at 8.00 pm AEDT.

The purpose of the meeting was to approve the Budget and Fees for FY 21-22. It was conducted remotely via Zoom.

## **Minutes**

### **1 OPENING OF MEETING**

#### **1.1 PRESENT:**

##### **Regional representative members:**

Beryl Hartley (NSW)  
Peter Brooks (SA/NT)  
Greg Beecroft (WA)  
Duncan Robertson (Vic/Tas)  
Lisa Turner (QLD)

##### **Executive members:**

Steve Pegler (President)  
Lindsay Mitchell (Vice President)  
Terry Cubley (Board Secretary and GFA Executive Officer)  
Chris Bowman (Treasurer)  
Pat Barfield (Chair of Operations)  
Anthony Smith (Chair of Airworthiness)  
Richard Frawley (Chief Experience Officer)  
Jenny Thompson (Chair of Soaring Development)  
Sarah Thompson (Chair of Marketing and Development)  
James Nugent (Junior rep.)

#### **1.2 1. APOLOGIES**

Vivienne Drew (Vice President)  
Mandy Temple (Chair of S2F)

## 2 CONFLICT OF INTEREST

No declarations of conflict of interest were made.

## 3 FY 20-21 MEMBERSHIP REPORT.

Terry presented Sharon Brunton's membership report for 2020-21.

Numbers have picked up – 2680 total members. 511 new members this year, which is similar to years 17/18, 18/19. Getting members in doesn't seem to be a problem.

Many new members (109 of the 511 new members) are returning members, it is thus important to maintain contact with members who might come back. 14 members changed clubs when they rejoined.

'Churn' (ie, existing membership not renewed) is relatively high, with over 30% are not renewing. Family membership has a high churn rate. GFA are not promoting family members. Of particular concern is that 63 instructors have left, with 28 of these being experienced instructors (the age of these, which is probably relevant, is not referenced).

It was agreed that this data can be released to clubs, as it will add weight to the marketing strategies.

## 4 RATIFICATION OF OUT-OF-SESSION MOTION REGARDING REGIONAL ASSOCIATION FEE

The motion below was carried by email voting between board meetings, and was ratified at this board meeting:

**MOTION 1:** *That the annual subscription payment for membership renewals to include the annual Regional Association membership fee rather than treating the Regional Association fee as a separate payment. To cover the cost of the GST component of the Regional Association fee (currently \$1.20) the 2021/22 membership fee for flying members to be increased by \$1.20 plus any other increase agreed by the Board.*

**Moved S Pegler, seconded C Bowman – Carried.**

## 5 2021/2022 BUDGET PRESENTATION BY DEPARTMENT

Refer to the accompanying Budget Spreadsheet for detailed figures.

### 5.1 OVERVIEW AND MEMBERSHIP – CHRIS BOWMAN

The budget is a break even budget, and includes strategic initiatives.

Income depends on membership estimates, so Chris has kept some of the membership number predictions conservative.

Estimated income is \$617k, an increase over last year's income, half of which is due to the 2% price increase component. Investment income has been estimated at 5% (\$50k).

Cash flow income won't come in till later in the year, due to the 6 month Covid delayed fee extension. Last year's income was good.

### 5.2 AIRWORTHINESS – ANTHONY SMITH

Airworthiness Projected Income (\$181k) is based on an assumption of 710 standard, and 12 vintage, Form 2 kits. Other income is inconsequential, eg CoAs, Change of Registrations, Export certs etc.

The increase in income is due to 2% rise in F2 kits

Airworthiness expenses are made up of the CTO's salary and super (up by 2%) and travel associated with audits.

AW training and education: \$4000 for an AW Womens and Juniors courses (investing in Juniors might help find us some AMOs).

Admin costs - \$2800 has been allocated to employ a junior during holidays to catalogue technical documents in the six filing cabinets in the GFA office, which contain unknown and possibly useful data (including a couple of drawers of approved mod data)

\$3800 has been allocated to purchase battery standards to help approve Li battery installations.

### **5.3 OPERATIONS – PAT BARFIELD**

Operations income: None

Operations Expenses: Chris Thorpe's office and wages, RMO expenses, Regulatory expenses – ops status audits. Training expenses for RMOs when representing the GFA on courses.

Other training expense is in 'Special Projects' - Integrated Training Program promotion. \$10,000.

### **5.4 SOARING DEVELOPMENT – JENNY**

Expenses: \$5700 has been allocated for training Silver Coaches, \$2700 for a women's coaching program.

Funds for IGC attendance are not expected to be used this year, but may be needed in March next year.

Subsidy of WA/NT competitors into national competitions has been budgeted for.

A face-to-face meeting has been budgeted for this year.

\$4k has been allocated to providing a new Trackers system (eg OGN Flarm based or other national tracker system).

Funds have also been allocated for Junior coaching, IGC comp fees (we pay a fee to get our pilots ranked), OLC – new competition (using money from SDP fund to promote it), preparation for Narromine world's comp. And a Project item to automate IGC files has been invoked.

### **5.5 MARKETING – SARAH**

Small income from advertising in the online magazine has been largely offset by the cost of producing the magazine.

Total marketing and development expenses are \$58.4k. Major expense is for 500 hours of Amanda's time working with clubs. S2F has been taken out of the budget (and we are losing the S2F name). What were S2F activities are now included as 'Club Development'.

### **5.6 IT – RICHARD**

IT expenses comprise:

Licences (software as service)	\$30K
Labour (Business as Usual Activities)	\$15k
Remediation Progress	\$20k

## 6 OTHER BUDGETARY CONSIDERATIONS

### 6.1 STAFF SALARIES – TERRY

Typically salaries are raised by the CPI which is currently 2%. Fiona's salary is to be raised to match Tanya's, as either of them can do the other's work. Tim has indicated that he does not wish to receive a salary increase. It was agreed to increase salaries of other staff by 2%.

### 6.2 INSURANCES – CHRIS

Quotes have been received, HDI global is approx \$18k less than QBE or Agile quote, so the executive decided to accept the HDI Global quote.

Lisa expressed a concern – she flagged the risk that if either QBE or AGILE drop out of the market – this would reduce market competition. Chris countered that the converse was also true: that HDI might drop out of the market.

Key executive of HDI is Dylan Jones, who knows the GFA risk profile, and so has knowledge of the market, providing comfort to GFA regarding choice of insurers.

There was a comment that aviation insurance is becoming more specialised.

### 6.3 PROJECTS

- Lindsay stated: \$10,000 has been allocated to ITP promotion and resources. We are now at the stage of the program where we need to spend funds. Not much feedback was received from the recent Webinar – highlighting that we will have to get out and talk to instructors. Resources; need to start producing a training video. Next thing is further training, and upgrading of instructors to be Silver Coaches. Pete Temple's done 17 courses so far, which will be an ongoing exercise.
- \$10,000 has been allocated to a Club development webinar series. Sarah was at a meeting with Steve Pallas, who is putting these webinars together to make them aware of integrity policies, etc. \$10k for 5 webinars. Content of the webinars has not been approved yet.
- \$20,000 has been allocated to the IT department to address improvements in Go Membership, or replace it, after discussions with Azolve (the software provider).

The 3 things that give the main pain:

- Membership renewal
- Badge claims and
- Credential entering.

GM is missing some key capabilities. So a decision process - Shall we remediate it? or replace it? - is currently underway. GFA IT are to define requirements to take to Azolve to decide if there is a pathway for remediation.

Priorities:

- Get a good understanding of processes
- Review Salesforce, and ZERO.
- Get the process mapping finished.
- Then talk to Azolve. Hence we have \$20 set aside.
- Richard is in discussions with Sarah about moving the membership shop from GM onto the website.
- \$10,000 has been allocated to Part 149 development.

Anthony explained:

- We have spent \$4k so far on drafting the Exposition, expect to have \$6K to be remaining in the next FY.
- Meetings have been set up with CASA about enforcement. Also meetings about safety (wants to invite Sid Dekker).
- Changing how we issue ratings (credentials) for both Ops and AW.
- Progress is being made with a lot of action happening 'under water'.

## **7 BOARD APPROVAL – 2021/2022 BUDGET – CHRIS**

Steve thanked the executive team for doing the work required to assemble the budget together.  
Chris proposed the following motion:

**MOTION 2:** *That the board approve this 3<sup>rd</sup> draft of budget for the year 21-22.*

**Moved Chris Bowman, Seconded Greg Beecroft. Carried**

## **8 ITP PROGRAM – BOARD SUPPORT**

Lindsay explained that the ITP had been presented to the board, and now board support is officially required, and so proposed the following:

**MOTION 3:** *That the board approve the full implementation of the ITP program, including support for the proposed promotion, training and provision of resources for instructors and clubs.*

**Moved L Mitchell, Seconded P Brooks. Carried.**

## **9 OTHER MATTERS**

### **9.1 CLASS E PROPOSAL FROM AIRSERVICES**

Steve explained that submissions to Air Services will close on the 30<sup>th</sup> April, and GFA will be making a submission.

### **9.2 CASA AUDIT – PROPOSED 26/27TH MAY IN GFA OFFICE – TERRY.**

CASA will audit the GFA on 26/27 May (delayed due Covid) in the GFA office with Anthony/Chris Thorpe. CASA will be looking at AW and Ops.

### **9.3 GFA STRATEGY REVIEW NEXT STEPS**

Steve explained – with reference to the Budget Spreadsheet – that items identified in green shading are Strategic Initiative activities

## **10 NEXT MEETING – MID MAY**

The next board meeting will revisit strategic items. Tentative proposed date is Tues 18 May, to be confirmed by email.

## **11 MEETING CONCLUSION**

The meeting finished at AEDT 9:36.

Peter Brooks, 4/5/21

Acct No		----- Full Yr figures -----				----- 20-21 projection -----				New Budget
Description		18-19 Act	19-20 Bud	19-20 Act	Bud Var \$000s	Act to Feb	Mar	Apr	Fcst Tot 20-21	21-22 Final
4-0000	<b><u>Income</u></b>									
4-1000	Government Contract Income									
4-1101	CASA Contract	123665	85000	101497	16	101497	0	0	101497	101497
4-1999	Total Government Contract Income	123665	85000	101497	16	101497			101497	101497
4-2000	<b><u>Membership Income</u></b>		0			0				
4-2100	<u>12 month Membership</u>		0			0				
4-2101	Full Flying Membership 12 mths	395701	431474	450883	19	307668	21069		328737	502436
4-2103	Junior mship 12 mths	30597	31533	35684	4	27377	1619		28996	39255
4-2105	Non Flying Active	5008	5406	6468	1	4309	127		4436	5293
4-2106	Non Flying Associate	1809	1987	2410	0	1465	185		1650	1000
4-2107	Registered Operator/Holder	1807	2072	1292	1	682	68		750	840
New	Tow Pilot	4157		260	0		0			1200
4-2199	Total 12 month Membership	430767	472472	496477	24	341501	0	23068	364569	550024
4-2200	<u>Introductory Membership</u>					0				
4-2201	AEF	63418	70782	54732	16	58609	1941		60550	55000
4-2202	Air Cadets	45195	29313	15254	14	927	560		1487	7500
4-2299	Total Introductory Membership	108614	100095	69986	30	59536	0	2501	62037	62500
4-2300	<u>Short Term Membership</u>		0		0	0				
4-2301	International Visitor 1 month	11913	14287	17877	4	114			114	0
4-2302	Full Flying membership 3 mths	7791	8994	8851	0	12805	471		13276	4180
4-2303	Cadet Concessional		314		0					
4-2304	Junior International 1 mth	450		109	0	5	0	0	5	
4-2399	Total Short Term Membership	20154	23595	26837	3	12924	733		13395	4180
4-2500	Club Affiliation Fees		0		0	0				
4-2502	Club Affiliation	127	130	0	0	0				
4-2599	Total Club Affiliation Fees	127	130	0	0	0			0	0
4-2999	Total Membership Income	559661	596292	593301	3	413961	0	26302	440001	616704
4-3000	<b><u>Airworthiness Income</u></b>		0		0	0				
4-3001	AW - Annual Inspection(Form 2)	137241	135221	147761	13	141886	855		142741	154909
4-3002	AW - Vintage Form 2 Fees	314	400	1282	1	1282			1282	1300
4-3004	AW - C of R Change	8529	8704	9979	1	8767	312		9079	9500
4-3005	AW - Design Approval Fee	189	400	91	0	182			182	200
4-3006	AW - AMO Fee	5447	5270	3136	2	8727	818		9545	8727
4-3007	AW - Initial C of A Package	10130	11904	7692	4	5018	532		5550	6000
4-3010	AW - Experimental Certificate	469	500	1018	1				0	500
4-3011	AW - Schedule of Experience	1091		805	1	362	0		362	350
	AW - Miscellaneous Spares					654				
	AW - Special Flight Permit					255				
4-3012	AW - Training	3864		0	0					
4-3099	Total Airworthiness Income	167274	162399	171764	9	167133	0	2517	168741	181486
4-3200	<b><u>Soaring Development Income</u></b>		0		0	0				
4-3201	FAI - Foreign Claims	186	250	309	0	0				250
4-3204	FAI - Certificates	2679	4389	2111	2	1902	33		1935	2500
4-3205	FAI - Records	162	200	84	0	0				100
4-3208	Nat/State Comp Entry Fee (NEW)					0				
4-3299	Total Soaring Development Income	3027	4839	2504	2	1902	0	33	1935	2850
4-3300	<b><u>Sales Income</u></b>		0		0	0				
	SALES - Printed by GFA					20				
4-3303	SALES - Stock	10382	9664	10711	1	10225	600		10825	12000
4-3304	SALES - Freight & Postage	1768	1286	1739	0	2658	51		2709	2500
4-3305	SALES - Classified Ads	4000	4601	4037	1	2144	218		2362	3000
4-4399	Total Sales Income	16150	15551	16487	1	15047	0	869	15896	17500
4-4800	<b><u>Gliding Australia Income</u></b>		0		0	0				
4-4801	GA - Subscriptions	839	904	1085	0	1608			1608	1500
4-4803	GA - Display Advertising	8275	4816	8605	4	6350	0		6350	6300
4-4899	Total Gliding Australia Income	9114	5720	9690	4	7958	0	0	7958	7800
<b><u>Sports Generated Income</u></b>										
SP - National Records						409				

Total Sports Generated Income		0				409				
4-5000	<b><u>Sundry Income</u></b>	0				0				
4-5100	Donations	2014			0	254		254		
4-5103	Insurance Commissions Received	12818	11158	15433	4	15362	1167	16529		15000
4-5199	Total Sundry Income	14832	11158	15433	4	15616	0	1167	16783	15000
4-5999	<b><u>Total Income</u></b>	893724	880959	910676	30	723523	0	30888	752811	942837
		0				0				
5-0000	<b><u>Cost of Sales</u></b>	0				0				
5-2000	Purchases for Resale	8013	6618	8355	2	8038	792	8830		9500
	Gliding Australia Expense							0		
New	<b>GA - Advertising Commission</b>	1034	600	1076	0	794	0	794		1000
New	<b>GA - Publication &amp; Printing</b>	35041	22500	28879	6	13796	0	13796		15000
New	<b>GA - Sorting &amp; Postage</b>	26604	16500	20857	4	152	0	152		150
New	<b>Payment to States</b>							0		23592
5-3000	Total Cost of Sales	70692	46218	59167	13	22780	0	792	23572	49242
		0								
5-3999	<b><u>Gross Profit</u></b>	823032	834741	851509	17	700743	0	30096	729239	893595
		0								
6-0000	<b><u>EXPENSES</u></b>	0				0				
6-1000	<b><u>Executive Admin Expenses</u></b>	0				0				
6-1001	Executive Officer Salary	44643	46157	48743	3	48485	4167	52652		53705
6-1002	Executive Officer Expenses	2224	1890	2597	1	232	192	424		2000
6-1003	President 's Expenses	6363	2235	659	2	909	208	1117		1000
6-1004	Vice President		1000		1		0	0		
6-1006	Treasurer Expenses	326	500	0	1			0		
6-1007	Board Meeting Expenses	6701	8121	6552	2	35	83	48		10000
6-1010	ASAC Representative	423	500	895	0	513	75	588		700
6-1011	Executive Officer - Super	4241	4411	4655	0	5216	400	5616		5102
6-1013	Safety Management Expenses	5765	7000	0	7		500	500		6000
6-1014	Weather Forecasting	15000	15000	15000	0		0	0		15000
6-1015	Exec expenses reallocated	2787		0	0		0	0		
6-1101	Executive Meeting Expenses	8084	7838	7006	1	689	83	606		8000
6-1102	Annual General Meeting	10687	12000	13165	1		0	0		4000
6-1104	ASAC Subscriptions	22045	24000	22045	2	22045	0	22045		22000
6-1105	ASAC Meeting	0		432	0		42	42		500
6-1106	Awards	1935	2000	1268	1		0	0		2000
6-1107	Trophies	155	1000	1550	1	961	0	961		1500
6-1108	RANGA Scholarship	0			0	180	0	180		200
6-1199	Total Executive Admin Expenses	125804	133652	124568	9	77817	5750	83567		131707
		0								
6-2000	<b><u>Clerical Office Staff Expenses</u></b>	0				0				
6-2001	Clerical Staff Salaries	126218	129686	122428	7	107514	10000	117514		121455
6-2002	Staff - Annual Leave			1587	2		600	600		700
6-2003	Staff - LS Leave			2318	2		7650	7650		8000
6-2303	Clerical Staff - Super	11991	12375	11474	1	9254	992	10246		11538
6-2399	Total Clerical Office Staff Expenses	138209	142061	134633	7	116768	0	19242	136010	141694
		0								
6-3000	<b><u>Office Building Expenses</u></b>	0				0				
6-3002	Office Bldg - Amenities/Office	811	935	793	0	343	75	418		1500
6-3003	Office Bldg - Rates	2090	2100	2580	0	2602	200	2802		3000
6-3004	Office Bldg - Gas/Powr	1350	1523	1621	0	664	154	818		1500
6-3005	Office Bldg - Mainten/Cleaning	1705	1622	1842	0	951	167	1118		1000
6-3007	Office Bldg - Owners Corp Fee	3200	3500	3357	0	3305	292	3597		4000
6-3009	Office Equipment Depreciation		0	1236	1	0	208	208		1500
6-3099	Total Office Building Expenses	9157	9680	11429	2	7865	0	1096	8961	12500
		0								
6-3100	<b><u>Office Admin Expenses</u></b>	0				0				
6-3101	Postage	5312	2779	3405	1	5070	292	5362		5600
6-3102	Telephone/Fax	2809	2949	4095	1	5089	325	5414		5300
6-3103	Email/WWW	2553	2825	4086	1	1215	392	1607		2000
6-3105	Stationery / Printing	2725	1097	2501	1	1318	217	1535		2600
6-3107	Computer & Printer Consumables	906	1100	890	0		42	42		900
6-3108	Office Equipment Maintenance	144	500	0	1		42	42		500
6-3112	Subscriptions	887	916	1164	0	1090	100	1190		1200
6-3114	Staff Expense - Miscellaneous	460	800	668	0	1196	58	1254		1000
6-3116	Staff training		418		0		42	42		500
6-3199	Total Office Admin Expenses	15797	13384	16809	3	14978	0	1510	16488	19600
		0								
6-3200	<b><u>Accounting &amp; Bank Fees</u></b>	0				0				

6-3201	Audit/Accounting	7000	7500	7000	1	6000	0	0	6000	6500
6-3202	Depreciation Expense				0		0	6500	6500	7000
6-3204	Inventory Shrinkage	0		132	0		0	200	200	200
6-3205	Company Fees	210	250	215	0	304	0	0	304	300
6-3206	Bank Charges	4550	4629	10205	6	12901		917	13818	11000
6-3210	Sundry Expense	0	0	110	0				0	
6-3299	Total Accounting & Bank Fees	11761	12379	17398	5	19205	0	7617	26822	25000
					0					
6-3300	<b>Insurances</b>		0		0	0				
6-3301	BBL Insurance	194896	205000	206595	2	228743	0	0	228743	194250
6-3302	Other Insurances	7672	6642	8068	1	6693	0		6693	6700
6-3303	Workers' Compensation	4097	4500	3728	1	4202	0	0	4202	4500
6-3399	Total Insurances	206664	216142	218391	2	239638	0	0	239638	205450
					0					
					0					
6-3500	<b>IT Group Expenses</b>		0		0	0				
6-3508	Computer Project	31040	40000	43886	4	30058		727	30785	30000
6-3509	Computer Project - Wages	11299	12137	23608	11	25262		905	26167	15000
6-3510	IT Group Meeting Expenses		1172		1	0		42	42	500
6-3511	Computer Project	1073		2077	2	1374		71	1445	20000
6-3599	Total IT Group Expenses	43412	53309	69571	16	56694	0	1745	58439	65500
					0					
6-4000	<b>Airworthiness Expenses</b>		0		0	0				
6-4554	AW - CTO/Air Salary	71022	73156	83762	11	71702		5958	77660	79213
6-4556	AW - CTO/Air Superannuation	6747	7036	7957	1	6812		566	7378	7525
6-4559	AW - CTO/AIR Expenses	2523	2626	1329	1	952		83	1035	2000
6-4560	AW - OSTIV Meeting	1424	1500	890	1			83	83	
6-4590	AW - Chair Airworthiness Exps	0	418	101	0	227		42	269	500
6-4620	AW - RTOA - Travel/Accom Exps	1031	1273	3007	2	374		208	582	3600
6-4730	AW - RTO/AIR Conference	5380	5502	7024	2			42	42	6650
6-4741	AW-Training/Education	3216	12000	4566	7	1523		233	1756	9000
6-4742	AW - AMO Training Subsidy				0			0	0	
6-4747	AW - AAFC Meeting	650	700		1			54	54	
New	<b>AW - Air/System Admin Costs</b>									6600
6-4799	Total Airworthiness Expenses	91993	104211	108635	4	81590	0	7269	88859	115088
					0					
6-5000	<b>Operations Expenses</b>		0		0	0				
6-5801	OP - Executive Manager Wages	79425	81840	93908	12	73270		6562	79832	81429
6-5802	OP - Executive Manager Super	7545	7803	8921	1	6961		623	7584	7736
6-5810	OP - Executive Manager Expense	6113	5548	2391	3			667	667	2000
6-5830	OP - Chair Operations Expenses	0	418	435	0	100		0	100	500
6-5850	OP - RTO/Ops - Other Exps	5565	6770	1352	5	2589		0	2589	200
6-5930	OP - Other	73		74	0	6495			6495	
6-5931	OP - Regulatory Expenses	0	0	1745	2	1134		300	1434	8481
6-5960	OP - RTO/OPS Conference	3395	3896	3644	0			0	0	
6-5980	OP - Training Exps	504			0			395	395	4964
6-5999	Total Operations Expenses	102620	106275	112470	6	90549		10633	99096	105309
					0					
6-6000	<b>Soaring Development Expenses</b>		0		0	0				
6-6010	Nat Coach the Coaches Program	5724	8000	3317	5				0	5700
6-6012	Womens Coaching				0		0		0	2700
6-6020	SP - Coaching Expenses	325		0	0	598		267	865	200
6-6030	SP - Chair Sports Expenses		418		0	85			85	500
6-6036	SP - IGC Attendance	2491	1294	2159	1			0	0	
6-6120	SP - Pilot Comp EntryFee WA/NT	2105	2000	850	1				0	2700
6-6130	SP Committee Exp/Conference	3779	6244	2852	3				0	6000
6-6270	SP - Trackers	3024	1300	0	1	165			165	4000
6-6290	SP - Coaching Juniors		2500		3				0	2000
6-6315	SP - NCC Meeting Attendance	434		743	1		0		0	3000
6-6330	SP - IGC Ranking Fees	10526	1270	4579	3	864			864	1250
6-6331	SP-OLC								0	5000
6-6362	FAI Badges Stock Purchased	0	160	232	0	415			415	250
6-6363	FAI Record Certification	342	392	0	0			0	0	100
6-6366	FAI Certif/Foreign Claim proc		200		0				0	0
6-6340	<b>SP-Comp fee subsidy to SDP Reserve</b>								0	
New	<b>Online badges and records</b>									1000
New	<b>International TeamSquad Week</b>									
New	<b>Visiting International Coach</b>									
6-6700	<b>Australia based World Comps</b>			4898	5				0	1000
					0					
6-6999	Total Soaring Development Expenses	28751	23778	19630	4	2127	0	267	2394	35400

6-7000	<b>Marketing &amp; Development Exps</b>		0	0	0					
6-7001	Marketing & Promotions	18034	10000	12780	3	478		478	4500	
6-7013	World Comp Promotions	399	5000		5			0		
6-7016	M&D - Media/Advertising	1609	2000		2			0	1800	
6-9001	<b>S2F/Club development</b>	55799	116668	50839	66	57915		57915	50000	
6-7999	Total Marketing & Development Exps	75841	133668	63619	70	58393	0	0	58393	56300
6-8000	<b>Special Projects</b>		0	0	0	0				
6-8001	ITP promotion and training and resources		16000		16			0	10000	
6-8002	Australian Gliding Museum	10000	5000	5000	0			0		
6-8003	National Soaring devel.program	0	90000	4366	86			0		
6-8004	Glider Simulator		5000	4397	1			0		
6-8005	Jnr Instructor Training Course	0	18000	8061	10			0		
6-8006	Website Development Program		6000	1222	5	826		826		
6-8007	Club development webinar series	0	8000	799	7			0	10000	
6-8008	Pt 149 Development Program	0		2373	2	1575	3000	4575	10000	
6-8999	Total Special Projects	10000	148000	26218	122	2401	0	3000	5401	30000
6-9000	<b>S2F Project</b>		0	0	0	0				
6-9001	S2F Expenses			0	0			0		
6-9002	Club Governance & Trg Support						0	0		
6-9999	Total S2F Project	0	0	0	0	0	0	0	0	0
6-7000	<b>Total Expenses</b>	860009	1096539	923371	173	768025	0	58129	824068	943549
				0						
7-0000	<b>Operating Profit</b>	36978	261798	71862	190	67282	0	28033	94829	49954
8-0000	<b>Other Income</b>		0	0	0	0				
8-1000	Interest & Dividends-Investmt	43242	36000	60997	25	33982	5000	38982	50000	
8-1001	Interest - Club Loans	6222	7440	6982	0	6704	417	7538		
8-1100	Realised Investment Gains	1126		14279	14	88730		88730		
8-1101	Unrealised Investment Gains	2318		105097	105	141026		141026		
8-1500	Transfer from ITC Fund	0	130000		130			0		
8-2001	Govt Boosting Cashflow Assistance			14226		62820		62820		
8-2002	Govt Jobkeeper Contribution					189000		189000		
8-1599	Total Other Income	52908	173440	37171	211	522262	417	5417	528096	50000
9-0000	<b>Other Expenses</b>		0	0	0	0				
9-1000	Interest Expense			0	0					
9-3000	ITC Fund Contribution			0	0					
9-3001	ITC Interest Earned		15565	36865	52					
9-3999	Total Other Expenses	0	15565	36865	52	0	0	0	0	
9-8999	<b>Net Profit/(Loss)</b>	15930	103923	72168	32	454980	417	22616	433267	46