

TREASURER'S REPORT

The financial year just completed has seen a significantly improved financial performance at SPELD. Overall the 2012/13 year ended with a reported loss of \$10,159 (2012 \$73,537 loss); however this was impacted by a prior year adjustment of \$29,339. The actual trading performance excluding one-off abnormals was a surplus of \$19,180 - an excellent result with total income from all sources of \$742,358.

Income:

Fee for service revenue generated from Diagnostic Assessments, Professional Development & Tutoring was \$526,605 (81% of budget). This shortfall was largely attributable to the impact of a challenging economic climate impacting families' abilities to fund assessments, a change in student tutoring levels and reduced training seminars.

Membership income was \$2,095 (30% of budget) and revenue from sale of books closed at \$21,328 (33% of budget) Income from donations and interest earned was \$67,330 (budget \$29,000).

During the year SPELD recorded government grant income from DEECD of \$100,000 and other grant income of \$25,000. This forms a major part of SPELD's income and is critical in ensuring SPELD can continue to provide its services. DEECD have committed the same level of funding for the 2013/14 year.

SPELD's services through its diagnostic assessments, professional development sessions and the Student Learning Centre contribute to 71% of income and whilst the last 12 months have seen a reduction in revenue \$ with the recent change of location and its increased capacity it is expected that revenue levels will increase. The effective provision and promotion of these services is the key focus of SPELD's dedicated staff and we continue to be well served by their commitment and professionalism.

Expenditure:

Professional fees paid for services provided came to \$385,724 (78% of budget). Staff salaries & wages paid for year of \$235,557 (\$15,329 above budget). This was due to the \$29,339 prior year abnormal item. Outside of professional service fees staff costs are the single biggest expense for the organization. The sum of all other expenses was \$131,237 (\$25,163 below budget). This was primarily due to strong control over general operating expenses in line with reduced income levels.

Balance Sheet:

The major change for the year was a small increase in net equity of \$19,842 due to an increase in value attributable to owned land and buildings. Importantly the organization maintains a strong cash balance to support current service provision and a strong platform for growth plans.

Future challenges and opportunities

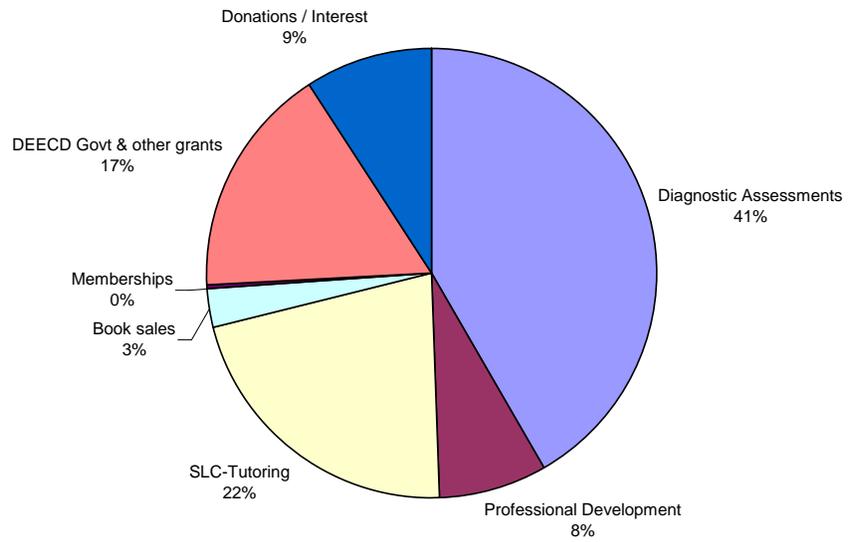
A budget for 2013/14 year has been approved by the Board which will deliver a break even result on similar income levels to last year. The Board is hopeful that its growth strategies will start to deliver a consistent surplus result in the later part of the year. Pleasingly after the first two months of operation in 2013/14 SPELD has achieved a net surplus.

Whilst it is anticipated that economic factors will continue to make for challenging times, SPELD is in a strong financial position to move forward with its plans to grow its presence in the Victorian metro and regional centre's, continue to pursue additional sources of income whilst continuing to provide excellent services in its traditional core areas of expertise and locations for children and adults with learning difficulties, their parents and teachers.

Andy Minogue

Treasurer

Income Distribution actual 2012/13



Expenditure Distribution Actual 2012/13

