



# Annual Report 2022

(for presentation at 2023 AGM)

# Suzuki Talent Education Association of Australia (Victoria) Incorporated

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Trading as **Suzuki Music**

Registered Association No. A5744

ABN 14 080 413 955

## **Suzuki Music Council 2022**

President	Margaret Bland
Secretary	Chloe Huang
Treasurer	Vacant
Teacher Vice-President	Toni Robson
Parent Vice-President	Chloe Huang
Cello Representative	Vacant
Flute Representative	Kate Bergen
Guitar Representative	Peter Newnham
Piano Representative	Yuko Ikeda
Violin/Viola Representative	Moirsheen Kelly-Keesing
PD Representative	Toni Robson
Parent Representatives	Cynthia Ching Chloe Huang Jonathan Tabensky Alice Wong

## **Suzuki Music Staff**

General Manager	Kathryn Bond
Events Co-ordinator	Rosemary Fuller
Events and Amin. Assistant	Roya Noorbakhsh

## **Life Members**

Hilary Bergen  
Kim Bishop  
Marguerite Brand  
Julia Breen  
Carolyn Coxhead  
Christine Fasham  
Maria Gallery  
Carolyn Jarrett  
Lucille Kidney  
Peter King  
Marie Scott  
Lois Shephard  
Robert Turton

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Suzuki Music Annual Report 2021

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## President's Report

2022 has been a positive year for Suzuki Music, and while there were some lingering effects from the Covid pandemic, we can definitely see a gradual returning to the more extensive range of activities that we enjoyed before Covid. Sadly, we were unable to hold a full Autumn Festival as there was still some hesitancy in the general community around attending large events, and people were catching up on three years of much-needed family holidays. It was decided to run a smaller Festival-type event in early October which was held at MLC Kew for all instruments, except piano which was held at the Suzuki Music Office. It was clear that everyone enjoyed getting back together for group music-making and solo performances. There was a combined Gala Concert of auditioned advanced students held at MLC.

Our regular concerts and Graduations kept the wheels turning, although there were a couple of special "one-off" events for voice and flute in Term 4 that needed to be cancelled due to low enrolments. Having our Suzuki Office available for small Suzuki concerts and live Graduations has been very much appreciated by both our teachers and families. The help and support we receive from teachers at events is very much appreciated, although sometimes it is difficult to find enough convenors. The instrument committees and Rosemary Fuller continue to work together to ensure we have enough convenors for these events.

There was a low number of enrolments the Primary Teacher Training Courses this year, so it was decided to defer the Course until 2023, but with an earlier start in the year. This would enable potential teachers from both 2022 and 2023 to combine.

Professional Development for Teachers has continued to be an important part of our Suzuki Calendar. In particular, there was a series of "rolling" online Sunday programs with invited guest presenters from around the world. The flexibility of this format enabled us to have a wide range of topics and presenters, which would not have been possible at a regular in-person event

such as Festival. It was very inspiring and of great benefit to teachers, with that benefit flowing on in turn to students and families. On-going Professional Development continues to be a core part of our Suzuki activities.

Our new website was launched in August 2022. It now has a more contemporary look and search function, and the change was immediately noticeable. Our new logo was a part of this project so that it could link with the overall design of the website. This first part of the project represented the "public face" of Suzuki with information and photos that would be especially of interest to prospective members. Much work (many, many hours) continued with Vincent Pang and the team at ITConnexion, together with Kathryn Bond and Rosemary Fuller, to continue work on the reformatting of the data base so that it could be integrated with the website. Membership applications and renewals were able to be done through the website at the end of 2022. Further integrations will become available in 2023 and 2024 so that families will be able to book events through the website, and teachers will be able to manage their activities through the teachers' portal. Each stage of this massive project has taken a lot of time and thought from our Office Staff; in particular, Kathryn Bond and Rosemary Fuller, who have often had to manage administrative tasks manually while conversions from one system to the other were in progress. The needs of Suzuki Music are unusually complex, as we have a large membership base, and many varied activities and events throughout the year. I think we can begin to see "the light at the end of the tunnel"! Our thanks to Vincent Pang and the team at ITConnexion for their ongoing support and interest in this project and our Association.

Some financial challenges have continued after the pandemic in line with participation in events. This was expected to a certain extent, although we had hoped for a quicker return to "normal". We continue to be in a good financial position as substantial reserves had been accumulated over many years prior to 2020. Our financial year ran from 1 January to 31 December 2022, and over that time, a loss of \$168255.67 was incurred. While the

Suzuki Music Council is concerned about this in the short term, it is anticipated that there will be more positive growth in the coming year. It was decided that a small group be formed from Council to look at ways in which Suzuki Music can increase its membership in the coming years. One initiative that took place in August was a presentation by Zeah Riordan titled "It Takes a Village" to give information to families who might be learning from a Suzuki teacher but who were not yet members. There was a strong uptake of membership immediately following this event. A similar event will be held in early 2023 for new families.

I would like to thank all the parent and teacher members of the Suzuki Music Council for giving so generously of their time and expertise. Jon Tabensky has been a wonderful Parent Representative on the Council for four years and has contributed in many ways including beautiful photography taken at our National Conference which features prominently on our new website. He and his son Eisak Tabensky videoed and edited the beautiful Gala Concert in 2021 which took place instead of a live concert during Covid lockdowns. Jon has always been happy to lend a hand at events - moving furniture and equipment around. Thank you, Jon!

I would also like to thank all the convenors and members of the Instrument Committees, Festival Committee, and the PD Committee. A special mention of Julia Breen, who has given over 40 years of amazing service to Suzuki Music and continues her involvement through teacher training and teaching students, and as being an enthusiastic giver of support and knowledge for those continuing in her previous Suzuki Music and PPSA committee roles. We look forward to honouring her contribution to Suzuki Music at a special event in 2023.

Thank you to our staff for keeping the organisation running smoothly over the year, always making things happen no matter what obstacles come their way. Our thanks go to our General Manager – Kathryn Bond, Events Co-ordinator – Rosemary Fuller, and Roya Noorbakhsh – Events and Administration Assistant.

Thanks to all our Members who are the heart and soul of the Association and continue living with the spirit and traditions of the Suzuki philosophy.

Margaret Bland, President

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### **Finance Report**

From a financial perspective, 2022 was a tough year for Suzuki Music. The Omicron Covid outbreak early in the year led to the cancellation of the biggest workshop of the year, Autumn Festival, which also effected membership registrations. After a small number of enrolments for the 2022 Primary Course were received, a decision was made to delay the course until 2023. The income loss from both these events, and the accompanying lower membership registrations were largely responsible for Suzuki Music making a loss for the 2022 calendar year of \$168,255.67. Unlike 2020 and 2021, no assistance was provided from the Federal or State government to help support organisations such as Suzuki Music in 2022, meaning the loss incurred was much larger than the previous two years.

It needs to be noted, though, that over the course of the year event registrations and membership did start to pick up as people started to feel more comfortable being out and about and attending 'live' events again. The Spring Workshop was a wonderful celebration of enjoying music together and a pleasing number of new members joined in the 2nd half of the year.

Whilst the effects of Covid on the Suzuki Music bottom line will be felt for several more years, it is anticipated that a much smaller loss will be incurred in the 2023 calendar year. Already a successful Autumn Festival has run, and Primary Course commenced with strong registrations. 2023 membership numbers are well ahead of 2022, and there is reason to feel that the worst is behind us. The Suzuki Music Council are keeping a close eye on the financial situation of the Association, as we climb out of the 'Covid' years and are confident that we will again return to a break-even position in the future. We are very fortunate, unlike many other organisations like us, to have had a healthy surplus in the bank that has managed to support

Suzuki Music over the past three years. With over \$580,000 still in reserves, Suzuki Music continues to be in a financially healthy position.

Kathryn Bond, General Manager

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### **Professional Development Report**

The Professional Development Committee continued to meet online in 2022. In mid-2022 we welcomed Georgie Adamson (piano) on to the committee. The committee planned for the provision of professional development and teacher training in a mix of in-person and online formats as everyone re-adjusted to post lockdown life and work.

**Professional Development** was again offered in a flexible online format over a series of weekends in Term 3. Thanks to the office for managing the scheduling and time zones of Europe and USA to bring some high-quality sessions from: Koen Rens (Belgium), Bruce Anderson (USA), Braxton Neate (NSW), Natalia Koptienkova (Ukraine), Edmund Sprunger (USA) & Molly Gebrian (USA).

Instrument specific sessions were provided by Winifred Crock (Violin), Julia Fredersoff (Violin), Yoshi Terada (Cello), Itsuko Bara (Piano), Caroline Fraser (Piano), Laura Larson (Flute), Noelle Perrin-Bryson (flute), MaryLou Roberts (Guitar). The online format enabled us to access overseas trainers, at a time when bringing trainers to Melbourne remains unviable. It should be noted that, as an expression of solidarity and support, teachers from Ukraine were invited to participate in training with free access, and approximately 8 teachers took up this offer.

#### **Teacher Training:**

The Primary Teacher Training course did not go ahead in 2022 due to low enrolments. This seemed connected with a degree of uncertainty as people resumed post-covid life. Liaison with the University of Melbourne has continued as we work on promoting Suzuki Teacher Training. Our training course forms elective subjects in the Master of Music (Performance/Teaching) course.

Intermediate Lecture Course – the final few lectures were completed in first part of 2022.

### **Parent Education**

Suzuki Music has a commitment to provide resources and support for family members. Zoom meetings have provided an excellent platform for parents to access sessions. No childcare problems! We offered a session once per term which is free for members. In late Term 3, a session specifically oriented for non-member families was held, as an enticement to join Suzuki Music ahead of the Spring workshop, with some success.

### **Graduations** – (Primary Accreditation)

Congratulations to Teacher Graduates of the Primary Course in the past year: Clare Strong (Piano), Camilla Martin (Violin), Jason Barber (Violin), Claire Ransome (Violin), Emma Charles (Violin) and Inna Kabrovski (Piano). We wish you well in your Suzuki teaching career.

### **Teacher Trainer Appointments**

It is with great pleasure that we announce the appointment of two new Teacher Trainers for Flute: Kate Bergen & Kathryn Bond. Both Kathryn & Kate completed an extensive submission folio and observed Primary Course lectures and tutorials as part of their internship process. Congratulations to them both, and thank you to Julia Breen, Director of Flute Teacher Training for mentoring with such care and diligence.

The Professional Development Committee is moving into a new phase as Julia Breen steps back from some of the enormous responsibilities she has shouldered for literally decades. Her mentorship and advice will continue to guide albeit at a slightly greater distance. As we recalibrate after the pandemic disruptions, the committee is dedicated to finding ways to support teachers to continue their training and enable Suzuki approach to flourish for the benefit of all children.

Zeah Riordan

Professional Development Committee Chairperson

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## **Cello Report**

In 2022 the Suzuki cello community were very happy to get together for some live events after a couple of years of mostly online individual and group lessons.

The first event was a cello play-in held at the Suzuki office on Sunday 22<sup>nd</sup> May. A group of about 15 cello students from books 1 to 4 enjoyed playing Suzuki repertoire together led by Olivia Thorne and assisted by Evelyn Searle.

Stringalong was held at Erasmus school on Sunday 19<sup>th</sup> June which again gave cellists the opportunity to play in tutorials and in a larger group, accompanied by Chiah Quah on piano.

Live as well as recorded Graduations were also offered in 2022.

Ingrid Miceli, Cello Committee Chairperson

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## **Flute/Recorder Report**

2022 saw a return to normal in terms of Suzuki Flute activities in Victoria.

The Flute Committee met regularly during the year, in the new normal format – Zoom. This has proven to work really well for meetings and means we can more easily find meeting times to suit all committee members.

A live Flute and Recorder concert was held in early May; teachers, students and their families were thrilled to be able once again to perform live and to be together.

Live flute graduations were held in early June, and there was a further session in late August for recorded graduations.

Online PD was held on a number of Sundays in August and September. The flutes had two wonderful sessions which were attended by many teachers. Our tutors were both from the USA. Laura Larson gave a very enlightening session on period interpretation of Baroque works in the Suzuki repertoire. Noelle Perrin-Bryson presented

Ensemble Playing for Suzuki Flute Students, with many ideas and strategies for making flute students' group experience fun and educational. Noelle has composed many fascinating arrangements involving Suzuki repertoire pieces in very creative ways.

At the end of the September/October school holidays, Suzuki Music held a two-day Spring Workshop for instruments other than piano. How wonderful it was to be together, back in our old haunts of MLC, with student classes and concerts! The flute tutors were all local; we have been very glad to welcome experienced flute teacher Leah Jilovsky who has moved to Melbourne from Sydney. The atmosphere during the workshop among the teachers, students and their families was really happy. A superb Gala Concert included two flute students.

What a good year this was for Suzuki Flute!  
In closing, I would like to thank Sophia Hay for convening the Flute Committee for many years.

Julia Breen,  
Incoming Flute/Recorder Committee Chairperson

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## **Piano Report**

2022 was that year that everyone tried to get their life back, post-lockdowns. Covid was still around, but everyone was determined to have their birthday parties, their piano recitals and all of the things.

In the piano department, we were so happy and grateful to be able to run all live piano graduations and celebration concerts. Still battling the ideas of how many people we can safely fit into a room, and whether we should wear masks or not, the music happened.

Many piano teachers put their hands up to help with convening and facilitating events. It was wonderful to feel the teacher community coming back together in person, rather than behind computer screens.

We ran two sets of piano workshops: the new format Piano Mega Day in June, a day of workshops

which is happening again this year on June 18. And the Spring Workshop in early October which was two days of workshops held at the Suzuki Office. Both events saw great in-person turnouts with a wonderful array of teachers.

We even saw the return of the classic Piano Playathon, held at Doncaster Westfield, Malvern Central and Penleigh and Essendon Grammar School. Huge numbers of students turned out to perform and raise money. \$4393.66 was raised in support of both Suzuki Music and Kids Under Cover, a not-for-profit organization helping children at risk of homelessness. The children had a wonderful time, performing several pieces each, including solos and duets. Suzuki Piano students have been playing at Malvern Central for over 25 years, with the only break being in 2020/21 due to Covid.

As well as raising money for the charity, the event is a great opportunity for the students to play several pieces at one event, and also for us to spread the word about Suzuki in the community as passers-by stop to listen and make enquiries. We look forward to the next Playathon on September 10.

Here's to a great 2022 and an even better 2023!

Hanna Silver, Piano Committee Chairperson

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### **Violin/Viola Report**

2022 proved to be a fantastic year for the Suzuki Violin/Viola program. We were again able to offer two graduation series in both June and August. This gave students two opportunities to prepare their graduation pieces and provided a fantastic goal to work toward as they practiced and perfected their graduation pieces, choosing their best recording to submit. Thank you to all the teachers who put a great deal of time and effort into writing encouraging and inspiring graduation reports.

Our Stringalong workshop took place at Erasmus School in June. There was a palpable buzz of excitement in the air as students and teachers came together for our first large workshop since prior to the covid lockdowns. The workshop

included students of all levels and the advanced students had the wonderful opportunity to learn and perform a special study piece called 'Millionaire's Hoedown' by Clebanoff, which they enjoyed immensely.

Our violin/viola PD for 2022 was online and was held over 4 Sundays in August. Due to the PD being online we were able to have the amazing Koen Rens who gave a talk on 'Musical Skill and Character Development.' This talk was very insightful and encouraged teachers not to just teach technique but to help students to learn to play from the heart and to build technique in conjunction with musical expression.

Julia Fredersdorff, from Tasmania gave a very interesting and informative talk on Baroque music and Bruce Anderson's Session entitled 'War or Peace: In the Practice Session and in the World' was full of great wisdom and advice on how to bring out the best in the child during home practices.

A highlight of the year was the Spring Workshop held at MLC in October. The weather was perfect, and children were able to enjoy spending time outside in the breaks forming new friendships as well as participating in tutorials, repertoire classes and string orchestra classes. We were very fortunate to have 2 wonderful interstate guest tutors from NSW: Maya Kitagawa and Riri Matsuyama. These teachers did a fantastic job of teaching and inspiring our violin/viola students throughout the workshop.

All in all, 2022 was a fantastic year and it was wonderful to be able to come together again as a Suzuki community and share in the joy of music making.

Ros Dawes, Violin/Viola Committee Chairperson

## Committees 2022

### Professional Development

Julia Breen – Co-Director  
Zeah Riordan – Co-Director  
Georgina Adamson  
Lucy Adeney  
Kim Bishop  
Margaret Bland  
Katrina Pezzimenti  
Toni Robson  
Lois Shephard  
Kathryn Bond – ex-officio as GM

### Cello

Ingrid Miceli – Chairperson  
Virginia Bonollo – Teacher  
Evelyn Searle – Teacher  
Olivia Thorne – Teacher

### Flute

Sophia Hay – Chairperson  
Kate Bergen – Teacher  
Kathryn Bond – ex officio as GM  
Julia Breen – Teacher  
Nathalie Resciniti – Teacher  
Alice Wong – Parent

### Guitar

Robert Turton – Chairperson  
Luther D'Sa - Teacher  
Peter Newnham - Teacher  
Zeah Riordan – Teacher  
Nadia Sartori – Teacher

### Piano

Hanna Silver - Chairperson  
Margaret Bland – Teacher  
Yuko Ikeda - Teacher  
Vivid Li – Teacher  
Maureen Mahon – Teacher  
Miho Okano – Teacher  
Emily Yong – Teacher

## Violin/Viola

Ros Dawes – Chairperson  
Cathy Armstrong  
Jennifer Knott  
Moirsheen Kelly-Keesing - Teacher  
Michelle Lewit – Teacher  
Emma Rodda – Teacher  
Elizabeth Vincent – Teacher  
Alice Wong – Parent

## 2022 Membership

Type	Number
Family	626
Country Family	52
Teacher	112
Teacher Trainee	35
Friends of Suzuki	0
Baby & Toddler	0
TOTAL	825

Instrument	Teachers	Teacher Trainees
Baby & Toddler	5	8
Cello	5	1
Double Bass	0	3
Flute	6	2
Guitar	6	0
Organ	1	0
Piano	57	5
Recorder	1	0
Viola	13	6
Violin	39	22
Voice	3	0
TOTAL	136	47

Instrument	Students
Baby & Toddler	21
Cello	60
Double Bass	0
Flute	51
Guitar	46
Organ	2
Piano	532
Recorder	4
Viola	18
Violin	369
Voice	18
TOTAL	1121

# 2022 Balance Sheet

STEAA (Vic) Inc T/A Suzuki Music  
89A Canterbury Road  
CANTERBURY 3126  
(03) 9830 0433

## Balance sheet report

Accrual mode  
31 Dec 2022

	Actual	Total Last Year	Variance \$	Variance %
<b>1-0000 Assets</b>				
<b>1-1000 Current Assets</b>				
<b>1-1100 Cash On Hand</b>				
1-1132 TryBooking Transactions	3.00	3.00	0.00	0
1-1133 Stripe Transactions	(15,179.76)	0.00	(15,179.76)	-
1-1140 WPAC Cheque Account	8,635.82	84,589.75	(75,953.93)	-90
1-1141 WPAC Maxi Direct Account	0.01	0.01	0.00	0
1-1142 WPAC Term Deposit	500,000.00	0.00	500,000.00	-
1-1143 WPAC Business Cash Reserve	73,593.01	671,732.45	(598,139.44)	-89
1-1150 Petty Cash	100.00	100.00	0.00	0
<b>Total Cash On Hand</b>	<b>567,152.08</b>	<b>756,425.21</b>	<b>(189,273.13)</b>	<b>-25.02%</b>
1-1200 Debtors	(704.35)	(202.50)	(501.85)	248
<b>Total Current Assets</b>	<b>566,447.73</b>	<b>756,222.71</b>	<b>(189,774.98)</b>	<b>-25.10%</b>
<b>1-1300 Investments</b>				
1-1400 Inventory of Suzuki Shop	10,930.81	12,499.80	(1,568.99)	-13
1-1500 Suzuki Music Donations Fund	29,870.31	29,870.27	0.04	0
1-1510 Donations VTCU Term Deposit	73,329.42	72,855.86	473.56	1
<b>Total Investments</b>	<b>114,130.54</b>	<b>115,225.93</b>	<b>(1,095.39)</b>	<b>-0.95%</b>
<b>1-2000 Other Assets</b>				
1-2100 Deposits Paid and refunded	350.00	350.00	0.00	0
1-2200 Prepayments	6,483.22	8,104.32	(1,621.10)	-20
1-2500 Lease Security Bond	10,987.09	10,959.69	27.40	0
<b>Total Other Assets</b>	<b>17,820.31</b>	<b>19,414.01</b>	<b>(1,593.70)</b>	<b>-8.21%</b>
<b>1-3000 Property &amp; Equipment</b>				
<b>1-3200 Equipment</b>				
1-3210 Equipment at Cost	306,138.45	264,751.35	41,387.10	16
1-3220 Equipment Accum Dep	(256,775.90)	(237,868.50)	(18,907.40)	8
<b>Total Equipment</b>	<b>49,362.55</b>	<b>26,882.85</b>	<b>22,479.70</b>	<b>83.62%</b>
<b>Total Property &amp; Equipment</b>	<b>49,362.55</b>	<b>26,882.85</b>	<b>22,479.70</b>	<b>83.62%</b>
<b>Total Assets</b>	<b>747,761.13</b>	<b>917,745.50</b>	<b>(169,984.37)</b>	<b>-18.52%</b>
<b>2-0000 Liabilities</b>				
<b>2-1000 Current Liabilities</b>				
2-1150 Visa Card	2,661.95	584.06	2,077.89	356
2-1200 Trade Creditors	18,603.17	25,899.01	(7,295.84)	-28
<b>2-1300 GST Liabilities</b>				
2-1310 GST Collected on Sales	(0.45)	0.00	(0.45)	-
2-1330 GST Paid on Purchases	(0.39)	0.00	(0.39)	-
<b>Total GST Liabilities</b>	<b>(0.84)</b>	<b>0.00</b>	<b>(0.84)</b>	<b>-</b>
<b>2-1400 Payroll Liabilities</b>				

## Balance Sheet cont.

		<b>Total</b>		
	<b>Actual</b>	<b>Last Year</b>	<b>Variance \$</b>	<b>Variance %</b>
2-1401 Payroll Clearing Account	0.01	0.00	0.01	-
2-1410 Superannuation Payable	0.01	0.00	0.01	-
2-1430 Holiday Pay \$ Accrual	45,429.34	42,601.38	2,827.96	7
2-1450 Long Service \$ Accrual	83,215.00	76,109.00	7,106.00	9
<b>Total Payroll Liabilities</b>	<b>128,644.36</b>	<b>118,710.38</b>	<b>9,933.98</b>	<b>8.37%</b>
<b>2-1600 ISA Liabilities</b>				
2-1610 ISA Memberships Payable	0.00	(3,776.01)	3,776.01	-100
<b>Total ISA Liabilities</b>	<b>0.00</b>	<b>(3,776.01)</b>	<b>3,776.01</b>	<b>-100.00%</b>
<b>2-1800 Other Liabilities</b>				
2-1822 3 Yr Memb - 2022	0.00	17,393.13	(17,393.13)	-100
2-1823 3 Yr Memb - 2023	10,206.42	6,619.65	3,586.77	54
2-1824 3 Year M'Ships - 2024	3,586.46	0.00	3,586.46	-
<b>Total Other Liabilities</b>	<b>13,792.88</b>	<b>24,012.78</b>	<b>(10,219.90)</b>	<b>-42.56%</b>
<b>Total Current Liabilities</b>	<b>163,701.52</b>	<b>165,430.22</b>	<b>(1,728.70)</b>	<b>-1.04%</b>
<b>Total Liabilities</b>	<b>163,701.52</b>	<b>165,430.22</b>	<b>(1,728.70)</b>	<b>-1.04%</b>
<b>Net Assets</b>	<b>584,059.61</b>	<b>752,315.28</b>	<b>(168,255.67)</b>	<b>-22</b>
<b>3-0000 Equity</b>				
3-1000 Prior Year's Surplus/Deficit	(60,592.71)	(50,058.11)	(10,534.60)	21
3-8000 Retained Earnings	812,907.99	862,966.10	(50,058.11)	-6
3-9000 Current Year Surplus/Deficit	(168,255.67)	(60,592.71)	(107,662.96)	178
<b>Total Equity</b>	<b>584,059.61</b>	<b>752,315.28</b>	<b>(168,255.67)</b>	<b>-22.37%</b>

## 2022 Profit and Loss Statement

STEAA (Vic) Inc T/A Suzuki Music  
89A Canterbury Road  
CANTERBURY 3126  
(03) 9830 0433

### Profit and loss report

Accrual mode

01 Jan 2022 - 31 Dec 2022

	Total			
	Actual	Last Year	Variance \$	Variance %
<b>4-0000 Income</b>				
4-1000 Admin. Expenses Recovered	141.18	200.00	(58.82)	-29
4-2000 Advertising Income-Sponsorship	186.37	690.90	(504.53)	-73
4-3000 Fees Income	122,628.69	173,224.35	(50,595.66)	-29
4-4000 Membership Income	97,241.01	89,308.14	7,932.87	9
4-7000 Ticket Sales- Events	16,663.61	9,118.14	7,545.47	83
4-8000 Misc Income	2,189.06	3,181.07	(992.01)	-31
4-9000 Shop Sales	5,007.33	1,570.03	3,437.30	219
4-9100 Less Discounts Given	(620.00)	0.00	(620.00)	-
<b>Total Income</b>	<b>243,437.25</b>	<b>277,292.63</b>	<b>(33,855.38)</b>	<b>-12.20%</b>
<b>5-0000 Cost of Sales</b>				
5-3000 Cost of Goods Sold	2,679.53	821.08	1,858.45	226
5-4000 Inventory Adjustment	0.00	97.94	(97.94)	-100
<b>Total Cost of Sales</b>	<b>2,679.53</b>	<b>919.02</b>	<b>1,760.51</b>	<b>191.60%</b>
<b>Gross Profit</b>	<b>240,757.72</b>	<b>276,373.61</b>	<b>(35,615.89)</b>	<b>-13</b>
<b>6-0000 Expenses</b>				
6-3000 Accounting and Audit	4,064.40	2,000.00	2,064.40	103
6-3020 Advertising and Promotion	443.72	465.45	(21.73)	-5
6-3090 Bank Charges - Bank	395.00	466.36	(71.36)	-15
6-3137 Certificate Expenses	3,121.46	3,700.52	(579.06)	-16
6-3200 Computer Expenses	4,557.96	2,465.19	2,092.77	85
6-3300 Depreciation	17,343.00	11,445.00	5,898.00	52
6-3460 Donations	2,196.83	0.00	2,196.83	-
6-3620 Fees & Permits	0.00	80.00	(80.00)	-100
6-3700 Gas & Fuel	365.18	357.54	7.64	2
6-3720 General Expenses	3,413.43	1,675.85	1,737.58	104
6-3750 Gratuities	181.81	153.54	28.27	18
6-3800 Honoraria	5,250.00	3,937.50	1,312.50	33
6-3810 Insurances	2,702.04	2,525.01	177.03	7
6-3910 Light & Power	953.77	822.35	131.42	16
6-3970 Merchant Fees	5,331.12	5,495.11	(163.99)	-3
6-4025 Office Amenities	254.61	194.97	59.64	31
6-4100 Photocopying	8,282.20	7,541.03	741.17	10
6-4110 Postage	1,307.53	1,390.79	(83.26)	-6
6-4140 Printing	817.17	1,357.57	(540.40)	-40
6-4150 Professional Fees	18,601.25	28,123.22	(9,521.97)	-34
6-4270 Rent and Rates	42,278.01	31,034.67	11,243.34	36
6-4330 Salaries	245,026.57	230,794.81	14,231.76	6
6-4400 Stationery	1,069.00	367.40	701.60	191

## Profit and Loss Statement cont.

		<b>Total</b>		
	<b>Actual</b>	<b>Last Year</b>	<b>Variance \$</b>	<b>Variance %</b>
6-4520 Long Service Leave Expense	7,106.00	9,390.00	(2,284.00)	-24
6-4560 Superannuation	24,732.26	23,006.37	1,725.89	8
6-4600 Telephone and Fax	367.11	425.67	(58.56)	-14
6-4610 Internet Costs	2,074.32	1,728.08	346.24	20
6-4640 Travelling Expenses	630.91	348.27	282.64	81
6-5140 Workcover	2,732.72	1,703.45	1,029.27	60
6-6510 Venue Costs	5,339.55	0.00	5,339.55	-
<b>Total Expenses</b>	<b>410,938.93</b>	<b>372,995.72</b>	<b>37,943.21</b>	<b>10.20%</b>
<b>Operating Profit</b>	<b>(170,181.21)</b>	<b>(96,622.11)</b>	<b>(73,559.10)</b>	<b>-76</b>
<b>8-0000 Other Income</b>				
8-1000 Interest Income	2,351.55	1,305.26	1,046.29	80
8-2000 Miscellaneous Receipt	0.00	50,900.00	(50,900.00)	-100
8-4000 Donations	5,000.00	5,240.00	(240.00)	-5
<b>Total Other Income</b>	<b>7,351.55</b>	<b>57,445.26</b>	<b>(50,093.71)</b>	<b>-87.20%</b>
<b>9-0000 Other Expenses</b>				
9-2000 GST Rounding account	0.00	(0.14)	0.14	100
9-3000 Backlog Expenses	0.00	19,656.00	(19,656.00)	-100
9-4000 Pan Pacific Expenses	5,426.01	1,760.00	3,666.01	208
<b>Total Other Expenses</b>	<b>5,426.01</b>	<b>21,415.86</b>	<b>(15,989.85)</b>	<b>-74.70%</b>
<b>Net Profit</b>	<b>(168,255.67)</b>	<b>(60,592.71)</b>	<b>(107,662.96)</b>	<b>-178</b>

### INDEPENDENT AUDITOR'S REVIEW REPORT

To the members of Suzuki Talent Education Association of Australia (Victoria) Inc.

#### Report on the Financial Report

We have reviewed the accompanying financial report of Suzuki Talent Education Association of Australia (Victoria) Inc., which comprises the detailed statement of financial position as at 31 December 2022, the statement of profit or loss and other comprehensive income, statement of changes in equity and statement of cash flows for the year ended on that date, a summary of significant accounting policies and other explanatory information, and the statement by committee.

#### *Committee's Responsibility for the Financial Report*

The Committee of the Association is responsible for the preparation of the financial report that gives a true and fair view in accordance with the Australian Accounting Standards and the *Australian Charities and Not-for-profits Commission Act 2012*. The Committee is responsible for such internal control that the Committee determines is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

#### *Auditor's Responsibility*

Our responsibility is to express a conclusion on the financial report based on our review. We conducted our review in accordance with Auditing Standard on Review Engagements ASRE 2415 *Review of a Financial Report: Company Limited by Guarantee or an Entity Reporting under the ACNC Act or Other Applicable Legislation or Regulation*, in order to state whether, on the basis of the procedures described, anything has come to our attention that causes us to believe that the financial report does not satisfy the requirements of Division 60 of the *Australian Charities and Not-for-profits Commission Act 2012* including: giving a true and fair view of the Association's financial position as at 31 December 2020 and its performance for the year ended on that date; and complying with the Australian Accounting Standards and the *Australian Charities and Not-for-profits Commission Regulations 2022*. ASRE 2415 requires that we comply with the ethical requirements relevant to the review of the financial report.

A review of a financial report consists of making enquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### Conclusion

Based on our review, which is not an audit, nothing has come to our attention that causes us to believe that the financial report of Suzuki Talent Education Association of Australia (Victoria) Inc. does not satisfy the requirements of Division 60 of the *Australian Charities and Not-for-profits Commission Act 2012*, including

- a. giving a true and fair view of the Association's financial position as at 31 December 2022 and of its financial performance and cash flows for the year ended on that date; and
- b. complying with Australian Accounting Standards to the extent described in Note 1, and Division 60 of the *Australian Charities and Not-for-profits Commission Regulations 2022*.

**Basis of accounting**

Without modifying our conclusion, we draw attention to Note 1 to the financial report, which describes the basis of accounting. The financial report has been prepared for the purpose of fulfilling the Association's financial reporting responsibilities under the *Australian Charities and Not-for-profits Commission Act 2012*. As a result, the financial report may not be suitable for another purpose.

LDAssurance  
Chartered Accountants



Stephen O'Kane  
Partner

Dated this 19<sup>th</sup> day of May 2023  
330 Collins Street, Melbourne.