



Australasian Road Rescue Organisation Inc.

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Annual Financial Report Presented to the Annual General Meeting 18 Jul 2023

By Darryl King, Governance & Compliance Officer

For the financial year 1 March 2021 to 28 February 2023

Mr President and Fellow Members,

I am pleased to present ARRO's financial statement for the financial year ended 28 February 2023.

This 2022/2023 financial report saw a slight recovery in the financial position due primarily to the work undertaken by the Business Development and Stakeholder Engagement Officer (BDSEO).

Memberships renewals remained steady, with a slow trend upward late in the financial year, with new individual and agency memberships being signed up. This is directly a result of marketing on social media, engagement at NSW State Challenges and the work of the BDSEO. The feedback received indicates the lack of membership is a direct result of a lack of activity, and the ability to deliver value to members across the entire year. The increase in marketing activity, achieved by increasing the media team and adding two volunteer roles, Communications & Marketing Officer and an Information Technology Officer, is having a strong positive impact.

The ARRO Executive and Technical Committees would like to reinforce that although the ARC is our signature event, we are a 365 day a year operation and we are always thinking of ways to share new information, techniques, and case studies across our membership and on that note, we value the input of our members on better ways we can support our members and in turn, the greater rescue fraternity.

As a direct result of the trial of the BDSEO temporary position, additional financial and equipment sponsors were found. ARRO welcome back and thank long time Gold Sponsors FRSA and PT Rescue for their ongoing support and welcome new Gold Sponsors McMahon Services and Interfire Agencies (Weber). We also thank Gore for their generous financial contribution.

ARRO were heavily supported with equipment sponsorship this year we thank our ongoing equipment partners PacFire and Milwaukee Tools, and we look forward to welcoming new sponsors in 2023-24.

Annual income for the year was \$89,000.48, this is a combination of agency and individual memberships and sponsorships with a nominal amount of interest.

Expenses totalled - \$101,318.38. **ARRO realised a net loss for 2022-23 of \$12,317.90**

While some incredible work has been undertaken to ensure ARRO could continue to operate and run a Challenge in 2023, holding two challenges in one financial year, supporting WRO entrants and upgrading the website caused financial stress. While we are a not-for-profit organisation, cash reserves need to be maintained to operate. Value for money must be provided to sponsors and members to ensure ARRO can continue.

The tabled Profit and Loss report provides a full detailed breakdown of expenditure for the 2022-23 financial year. Below is a table of major income and expenses across the year.

Job profit and loss report

01 Mar 2022 - 28 Feb 2023

Job number	Job name	Income (\$)	Cost (\$)	Expense (\$)	Net profit (\$)
00008	ARC23	1,000.00	0.00	5,539.54	-4,539.54
0005	2022-23 Membership Renewal	12,679.55	0.00	0.00	12,679.55
006	WRO22	0.00	0.00	13,963.80	-13,963.80
ION - ARC2022	ARC 2022 Tamworth	6,586.00	0.00	67,335.14	-60,749.14
ION-002	Website Rebuild	0.00	0.00	3,834.43	-3,834.43
ION-003	New Memberships 2022-23	7,106.55	0.00	0.00	7,106.55
ION-004	Sponsorship 2022-23	63,000.00	0.00	0.00	63,000.00

You will note ARRO supported two teams to WRO22 at a cost of \$13,963.80. Each team was sponsored \$5000 each. ARRO facilitated the payment of registration fees for NSW SES of \$3963.80, this was a cost neutral exercise with the fees reimbursed, but not shown in the above table.

The cost of Challenges is rising significantly, and you will note ARC22 cost \$60,749 to support the attendance of a Challenge Management Team of 27. This cost includes airfares, accommodation (single rooms due to COVID-19 risk), and meals, as well as incidental expenses incurred in operating the challenge, printing etc.

You will note of the \$89,000.48 of income, \$70,106 of this income came directly from new members and sponsorship. Congratulations must go to David Cockbain for his hard work in this area, as this is an outstanding result.

The Executive Officer was paid \$15,000 for her services in managing the business of ARRO..

Our accumulated equity (final cash at bank position) for the financial ending 28 February 2023, cash on hand was \$92,504.80.

The Executive Officer will now submit documentation on behalf of ARRO to Consumer Affairs Victoria certifying that the Annual Statement is a "true and fair" record of the financial position of the Association.

I move that: "The financial report be adopted."

**Darryl King AFSM
Governance & Compliance Officer**

18 July 2023