

**SUPPLEMENTARY INFORMATION TO THE 2009 FINANCIAL STATEMENTS**

**Fundraising Income and Expenses**

**Details of aggregate gross income and total expenses in fundraising appeals**

	<b>2009</b>	<b>2008</b>
	<b>(\$)</b>	<b>(\$)</b>
Gross Proceeds from fundraising appeals	1,138,844	1,474,342
Less: Total costs of fundraising	(896,150)	(1,024,279)
<b>Net Surplus from fundraising</b>	<b>242,694</b>	<b>450,063</b>

**Information on material matters**

Gross results and the results of all appeals achieved the target returns under the Charitable Fundraising Act. The statement of Significant Accounting Policies, on pages 6 to 9, gives further details. The Impact Report for the 2009 year discusses the operating facts, performance and strategies.

**Application of funds for charitable purposes**

During the year the Company achieved a net surplus of \$313,710 (2008: \$391,711) from fundraising activities defined under the Charitable Fundraising Act. Bobby Goldsmith Foundation (BGF) received from four sources of activity Corporate Responsibility (MAC Aids Fund), Friends programme, direct donations, and its Christmas and Winter Appeal. The gross proceeds from these activities are disclosed in the notes to the accounts and realised \$487,604 (2008: \$520,511). The costs associated with these activities which included the pro-rata cost of direct fundraising staff was \$173,894 (2008: \$128,801). The return on costs was therefore 35.66% (2008: 24.75%). BGF also runs a number of commercial events in association with its fundraising activities. These events are operated on a commercial basis and include Charity Housie, Pink Stiletto Bake Off and Glam stand. The profits from these events are then used to fund our operations. In 2009 the gross proceeds from these commercial activities were \$651,240 (2008: \$953,831). The cost of these events including the cost of staffing were \$722,256 (2008: 895,478), resulting in a loss from commercial events of \$71,016 (2008: surplus \$58.353).

**Fundraising appeals as classified by the Charitable Fundraising Act conducted during the financial year**

Corporate Responsibility (MAC Aids Fund)  
Friends Programme  
Direct Donations  
Christmas and Winter Appeal

**Gross Comparisons**

	A	B	Surplus	2009	2008
A divided by B	\$	\$	\$	%	%
Total cost of fundraising/Gross proceeds from fundraising	896,150	1,138,844	242,694	78.7	69.5
Net Surplus from fundraising/ Gross proceeds from fundraising	242,694	1,138,844		21.3	30.5
Total cost of services/ Expenditure	1,511,008	3,305,013		45.7	32.9
Total cost of services/ Income	1,511,008	2,521,612		59.9	35.2

**BOBBY GOLDSMITH FOUNDATION INC.**  
A.B.N. 24 283 037 568

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**Specific Appeal Comparisons (Total Cost/ Gross proceeds)**

	Cost	Proceeds	Surplus	2009	2008
	\$	\$	\$	%	%
- Friends Programme	51,076	111,658	60,582	45.7	53.7
- Direct Donations	48,141	115,154	67,013	41.8	42.1
- Christmas and Winter Appeal	74,677	106,812	32,135	69.9	73.0
- Corporate Responsibility (MAC Aids Fund)	-	153,980	153,980	-	0.6
<b>TOTAL SPECIFIC APPEAL COMPARISONS</b>	<b>173,894</b>	<b>487,604</b>	<b>313,710</b>	<b>35.7</b>	<b>33.5</b>

**Gross comparisons including fundraising not covered by the Charitable Fundraising Act**

	Cost	Proceeds	Surplus (Deficit)	2009	2008
	\$	\$	\$	%	%
- Events	546,218	440,489	(105,729)	124.0	110.3
- Merchandising	13,082	(321)	(13,403)	n/a	225.5
- Charity Housie	162,956	211,072	48,116	77.2	76.3
<b>TOTAL NON CFA COMPARISONS</b>	<b>722,256</b>	<b>651,240</b>	<b>(71,016)</b>	<b>110.9</b>	<b>93.8</b>
<b>TOTAL FUNDRAISING COMPARISONS</b>	<b>896,150</b>	<b>1,138,844</b>	<b>242,694</b>	<b>78.7</b>	<b>76.5</b>